

# APICS

The Value of Certification

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# APICS At-a-Glance

## Membership

- 47,000+ members
- 100+ countries
- 5,000+ companies that have used SCOR

## Channel Partners

- 195 North American chapters
- 103 international channel partners
- 47 countries, 5 continents

## About APICS

- Professional association
- Merged with the Supply Chain Council (2014); American Society of Transportation and Logistics (2015)
- \$27.6 MM annual revenue in 2015
- 2,000+ active volunteers
- 90+ staff
- Headquartered in Chicago
- Founded in 1957

# Value of Certification

## SUPPLYCHAIN MANAGEMENT REVIEW

### The Real Value of Supply Chain Certification

Curious about what a supply chain certification really means for your career? Here's your answer.

By Bridget McCrea

July 19, 2016

As the executive director for the Center for Supply Chain Research at [Penn State University's Smeal College of Business](#), [Steve Tracey](#) fields a lot of questions from students who want to know if supply chain certifications are really worth the time, trouble, cost and effort.

This line of questioning is so common that Tracey has developed a series of Powerpoint slides highlighting certifications offered by APICS, ISM and [CSCMP](#), and providing insights into which pupils would be best suited for each of those offerings. And, for this issue of Supply Chain Management Review, we are



### Abe Eshkenazi, CEO at APICS

“...want to separate themselves from the supply chain talent pool by **enhancing their professional skills** and reputations with one or more certifications.”

“As individuals get these certifications, they are **recognized in their profession** for having achieved a higher level of learning for that specific field.”

### APICS Research

Individuals with APICS designations have received an average of **12 - 14% higher compensation**, as compared to those without the designation

The designations also have an **83% favorable impact on hiring decisions** when compared to those without certification

# Value of Certification

AUGUST 2016

## The Association Role in the New Education Paradigm

*By Shelly Alcorn, CAE, Principal, Alcorn Associates Management Consulting,  
and Elizabeth Weaver Engel, M.A., CAE, CEO & Chief Strategist, Spark Consulting LLC*

*With Polly Siobhan Karpowicz, MBA, CAE, and Tracy Petrillo, EdD, CAE*

“Associations are well know as advocates for our industries and profession.”

“...**associations create standards**, define boundaries between professional spheres, and identify competencies needed in the employment world.”

“...**associations provide industry-specific bodies of knowledge**”

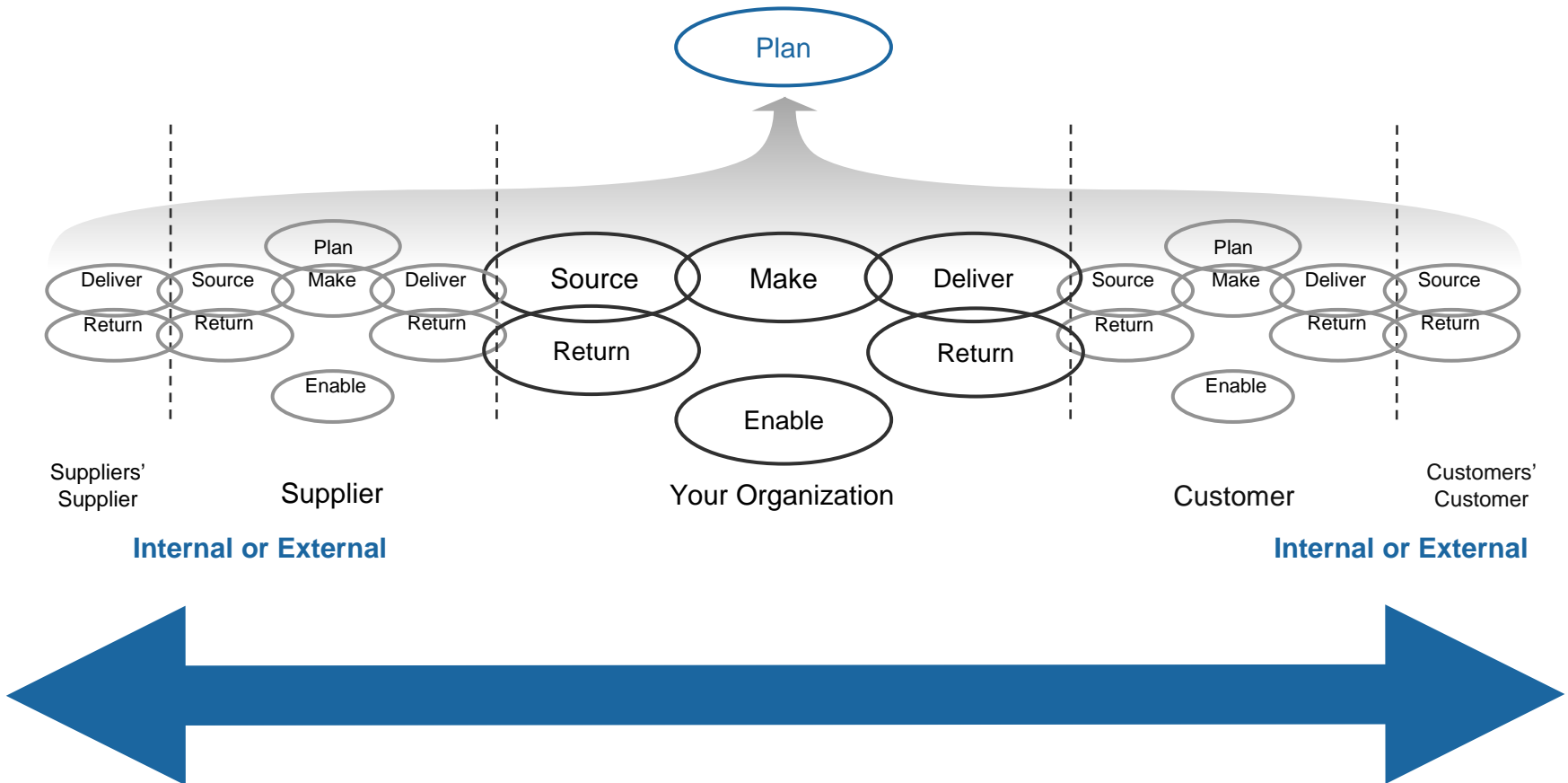
“... **deep connections with people trying to acquire the skills** and credentials they need in order to be hired.”

# Value of an APICS Certification

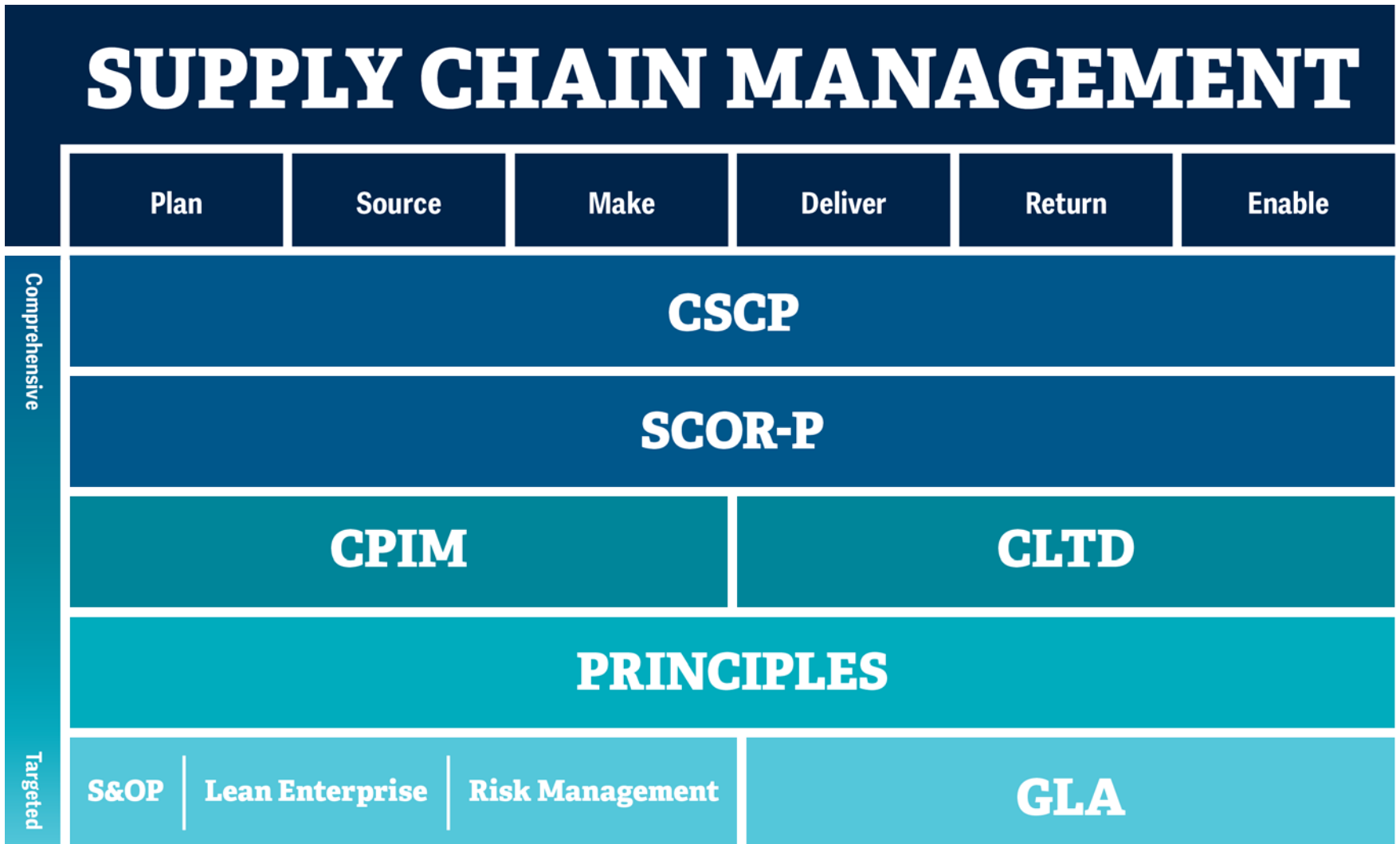
- Provides leverage to advance your career
- Enhances your operations and supply chain management skills
- Higher earning potential; favored in hiring decisions
- Creates a common understanding, vocabulary and process frameworks
- Provides skills required to strategically streamline operations
- Results in better interaction with ERP and other key systems
- Increases productivity, collaboration, and innovation
- Creates a consistency through best practices and better communication

# The SCOR Process Model and Scope

SCOR flexibly captures end-to-end supply chain configurations.

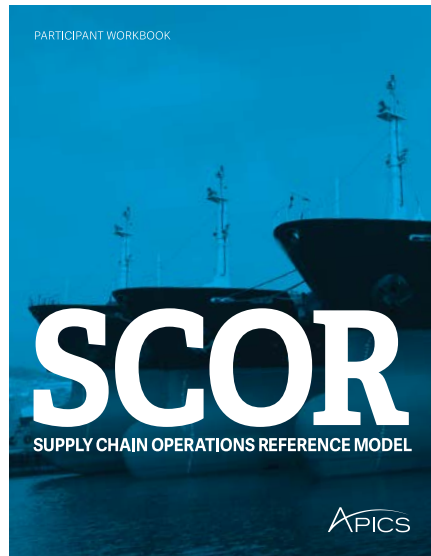


# APICS Education and Credentials



# APICS World Class Curricula

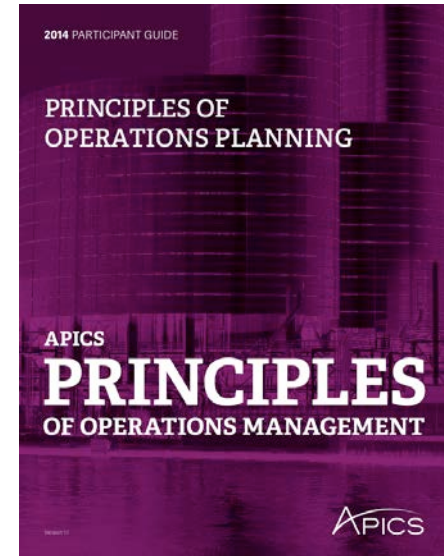
## Transformation



## Certification



## Education





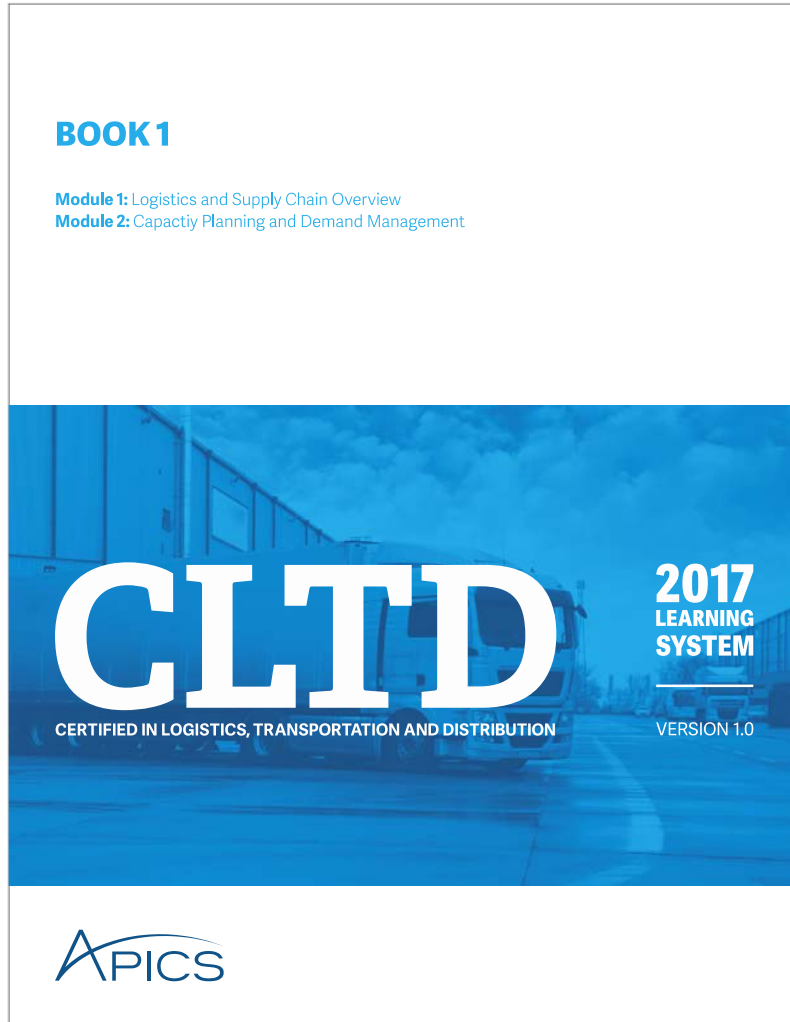
# APICS Certification and Endorsement Comparison

Designation Name	CPIM	CSCP	CLTD	SCOR-P
<b>Designation Type</b>	Certification	Certification	Certification	Endorsement
<b>Reach</b>	Global	Global	Global	Global
<b>Member discount</b>	Yes	Yes	Yes	Yes
<b>Program Overview</b>	Provides candidates with the ability to understand and evaluate production and inventory activities within a company's global operations.	Helps candidates demonstrate their knowledge and organizational skills for developing more streamlined operations across the extended supply chain.	Provides candidate with the ability to understand and evaluate logistic, transportation and distribution activities within a company's global operations.	Enables candidates to learn techniques for managing and measuring the performance of a global supply chain utilizing the Supply Chain Operations Reference (SCOR) model.
<b>Area of content</b>	CPIM focuses on the mastery of an organization's internal operations and provides an in-depth understanding of materials management, master scheduling, forecasting, production planning and provides the knowledge to apply this information across the extended supply chain.	CSCP focuses on the mastery of the extended supply chain, from organizations' suppliers through to the end customers. The CSCP designation validates professional understanding of supply chain management and the integration of operations across the extended supply chain.	CLTD focuses on the mastery of the essential knowledge needed for the logistics, transportation and distribution industry. The CLTD designation expands candidates outlook on the logistics field and enables them to bring new ideas to their organization.	Candidates learn the major process components (Plan, Make, Source, Deliver, Return and Enable) for managing and measuring the performance of a global supply chain by implementing the Supply Chain Operations Reference (SCOR) model.
<b>Eligibility Application</b>	No	Yes	Yes	No
<b>Candidate benefit</b>	The CPIM program increases a candidate's functional knowledge of production and inventory management by providing them with the tools they need to effectively evaluate and manage activities.	The CSCP program provides candidates with the necessary tools to effectively manage global supply chain activities and enables them to implement best practice approaches to increase supply chain efficiencies.	The CLTD program provides candidates with the essential knowledge needed for today's logistic, transportation and distribution challenges and enables them to implement best practice approaches to increase logistic efficiencies.	The SCOR-P program builds a candidates SCOR knowledge so they will be able to manage supply chain projects with more predicable outcomes, improve supply chain performance and build team credibility with senior management and other departments.

# APICS Certification Curricula



# APICS CLTD – New !!!



- **APICS Certified in Logistics, Distribution & Transportation**
- Foster advancement of the profession
- Sets the global standard for best practices in Logistics
- 8 content areas
- Classroom-based, instructor-led learning approach
- 1 course; 1 exam

# CLTD - Module and Topics Snapshot

## Logistics & Supply Chain Overview

- Managing Logistics
- Logistics Strategy within the Supply Chain
- Logistics Planning
- Design KPI's
- Continuous Improvement

## Capacity Planning & Demand Management

- Capacity & Demand Management
- Collaborate between procurement & logistics
- Understand S&OP, MPS, MPR, and DRP
- Deliver consistent customer service

## Order Management

- Implement a CRM process
- Understand key logistic systems
- Track & measure supplier & carrier performance
- Develop a customer service management strategy

## Inventory & Warehouse Management

- Create and inventory management strategy
- Manage movement of materials & goods
- Adapt to new distribution channels
- Implement efficient warehouse processes

## Transportation

- Understand characteristics of different transportation modes
- Move goods & services through a supply chain
- Manage the entire transportation process
- Utilize transportation technology

## Global Logistics Considerations

- Identify macro-environmental factors of global logistics
- International trade theories
- Understand custom requirements
- Use Harmonized System Classification codes

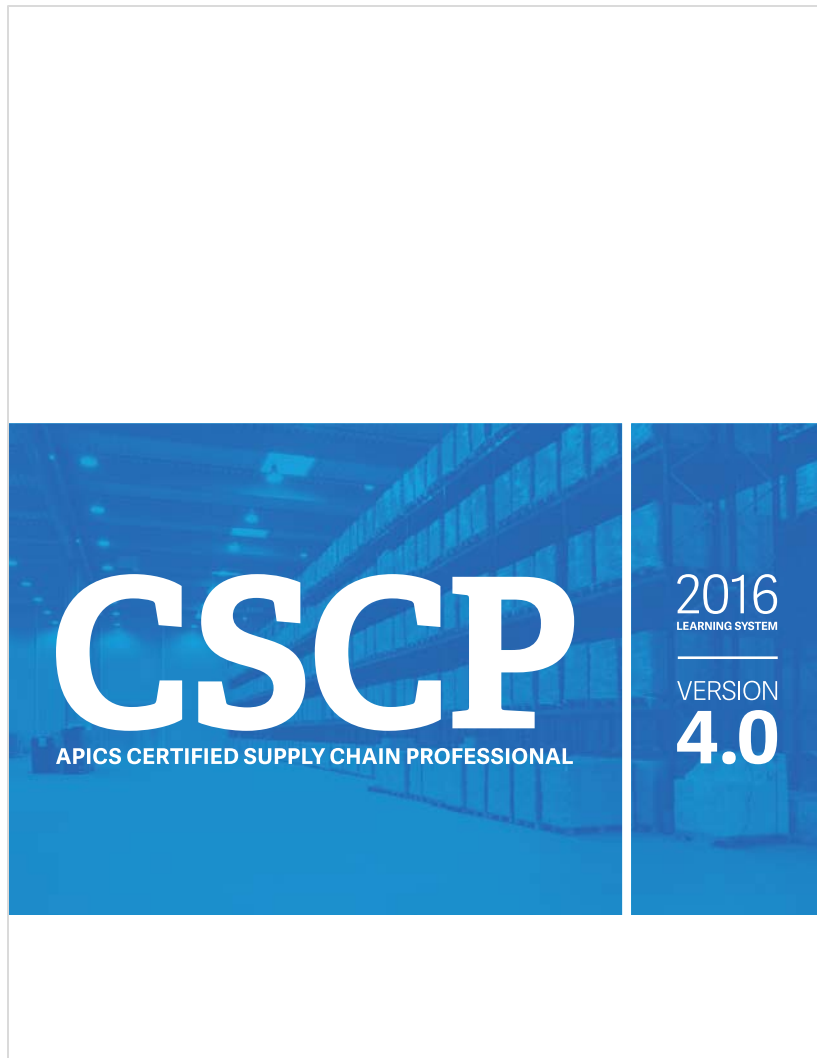
## Logistics Network Design

- Design warehouse & transportation networks
- Analyze transportation & distribution requirements
- Employ modeling techniques
- Implement risk management strategies

## Reverse Logistics & Sustainability

- Develop reverse logistics strategy
- Manage product returns
- Social responsibility
- Implement sustainability initiatives

# APICS CSCP Designation



- **APICS Certified Supply Chain Professional**
- Designation preferred by employers
- 20,000+ individuals certified
- Self-study and group study programs
- Online and classroom courses
- 1 course; 1 exam
- Content reviewed annually

# CSCP - Module & Topics Snapshot

## Supply Chain Design

- Inputs to Supply Chain Strategy
- Supply Chain Management
- Supply Chain Maturity
- Resolving Misalignments or Gaps
- Strategic Analysis Tools
- Business/Market Considerations
- Supply Chain Design
- Technology Design
- Implementation Tools:  
Communications and Projects

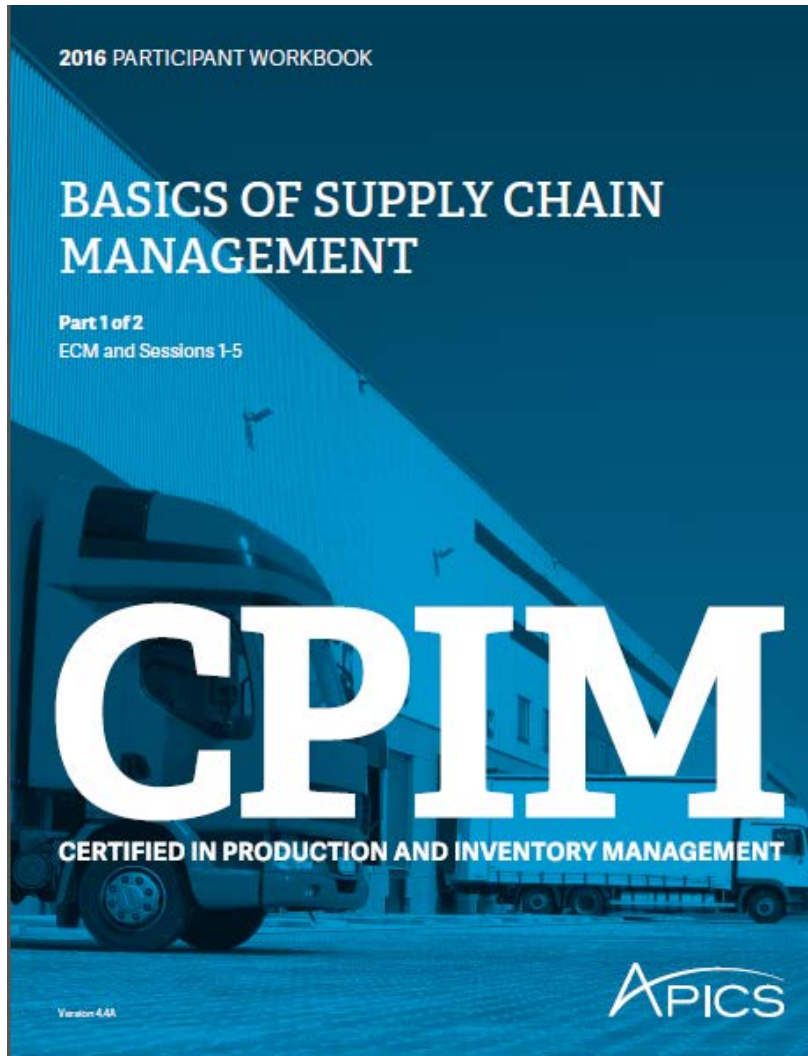
## Supply Chain Planning & Execution

- Demand Management
- Operations Planning and Control
- Inventory Management
- Supply Management
- Logistics
- Monetary, Regulatory, & Trade Considerations
- Segmentation
- CRM
- Supplier Relationship Management
- Reverse Logistics

## Supply Chain Improvement & Best Practices

- International Standards & Regulatory Compliance
- Corporate Social Responsibility
- Risk Identification
- Risk Assessment and Classification
- Risk Response
- Supply Chain Metrics
- Measuring Performance
- Continuous Improvement
- Change Management

# APICS CPIM Designation



## APICS Certified in Production and Inventory Management

- Designation preferred by employers
- 104,000+ individuals certified
- Self-study and group study programs
- Online and classroom courses
- 5 courses; 5 exams
- Content reviewed annually

# CPIM - Module & Topics Snapshot

BSCM	MPR	DSP	ECO	SMR
<ul style="list-style-type: none"><li>• Demand</li><li>• Planning Hierarchy</li><li>• Master Planning</li><li>• Material Planning</li><li>• Capacity Planning</li><li>• Inventory</li><li>• Purchasing</li><li>• Distribution</li><li>• Lean</li><li>• Theory of Constraints</li></ul>	<ul style="list-style-type: none"><li>• MPR</li><li>• Forecasting</li><li>• Demand Mgt.</li><li>• CRM</li><li>• Distribution Planning</li><li>• S&amp;OP</li><li>• Master Schedule</li></ul>	<ul style="list-style-type: none"><li>• Inventory Mgt.</li><li>• Inventory Planning</li><li>• MRP</li><li>• Capacity Planning</li><li>• Capacity Management</li><li>• SRM</li></ul>	<ul style="list-style-type: none"><li>• Manufacturing Planning</li><li>• Scheduling Authorization</li><li>• Production Control</li><li>• Cost</li><li>• Quality</li><li>• Communication</li><li>• Continuous Improvement</li><li>• Product Design</li></ul>	<ul style="list-style-type: none"><li>• Business Strategy</li><li>• Balanced Scorecard</li><li>• Sustainability</li><li>• Operations Strategy</li><li>• Partner Alignment</li><li>• Infrastructure</li><li>• Change Management</li></ul>

- Basics of Supply Chain Management
- Master Planning of Resources
- Detailed Scheduling and Planning
- Execution & Control of Operations
- Strategic Management of Resources



# APICS for Business - Contact Information

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