

# Which APICS Certification is Right for You?

## PRESENTERS:

Becca Groebner  
Director of Strategic Partnerships, APICS  
Learning Systems

Michele Morrison  
Partner Relations Manager NA, APICS  
Learning Systems

**Richard Dos Santos**  
Managing Director  
Centre for Logistics Excellence



# What we'll cover today

- About APICS
- The APICS certifications
  - What are they
  - Why are they critical to supply chain success
- CPIM, CSCP and CLTD Learning System Overview
- SCOR Overview
- Q&A



# APICS - Leading the Industry

APICS is the association for supply chain management and the leading provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience.

## About APICS

- Professional association
- Founded in 1957
- Corporate office in Chicago, IL USA
- 90+ staff, 2,000+ volunteers

## Membership

- 47,000+ members
- 100+ countries
- Professional membership - APICS PLUS and CORE

## Channel Partners

- 190 North America chapters
- 1 North America commercial partner
- 214 active APICS student chapters
- 101 international channel partners

## Certifications / Endorsements

- CPIM
- CSCP
- CLTD
- SCOR-Professional (SCOR-P)

# APICS Value Proposition

Training, certification  
and networking

Research, Benchmarking  
and Process Frameworks

The diagram consists of three circles connected by a horizontal bar. The left circle is light blue and labeled 'APICS' with 'Individuals' below it. The middle circle is a larger, darker blue and labeled 'APICS Value Proposition'. The right circle is the darkest blue and labeled 'APICS for Business (incl. SCOR)' with 'Corporations, and Institutions' below it. A light blue bar connects the left and middle circles, and a darker blue bar connects the middle and right circles.

APICS

Individuals

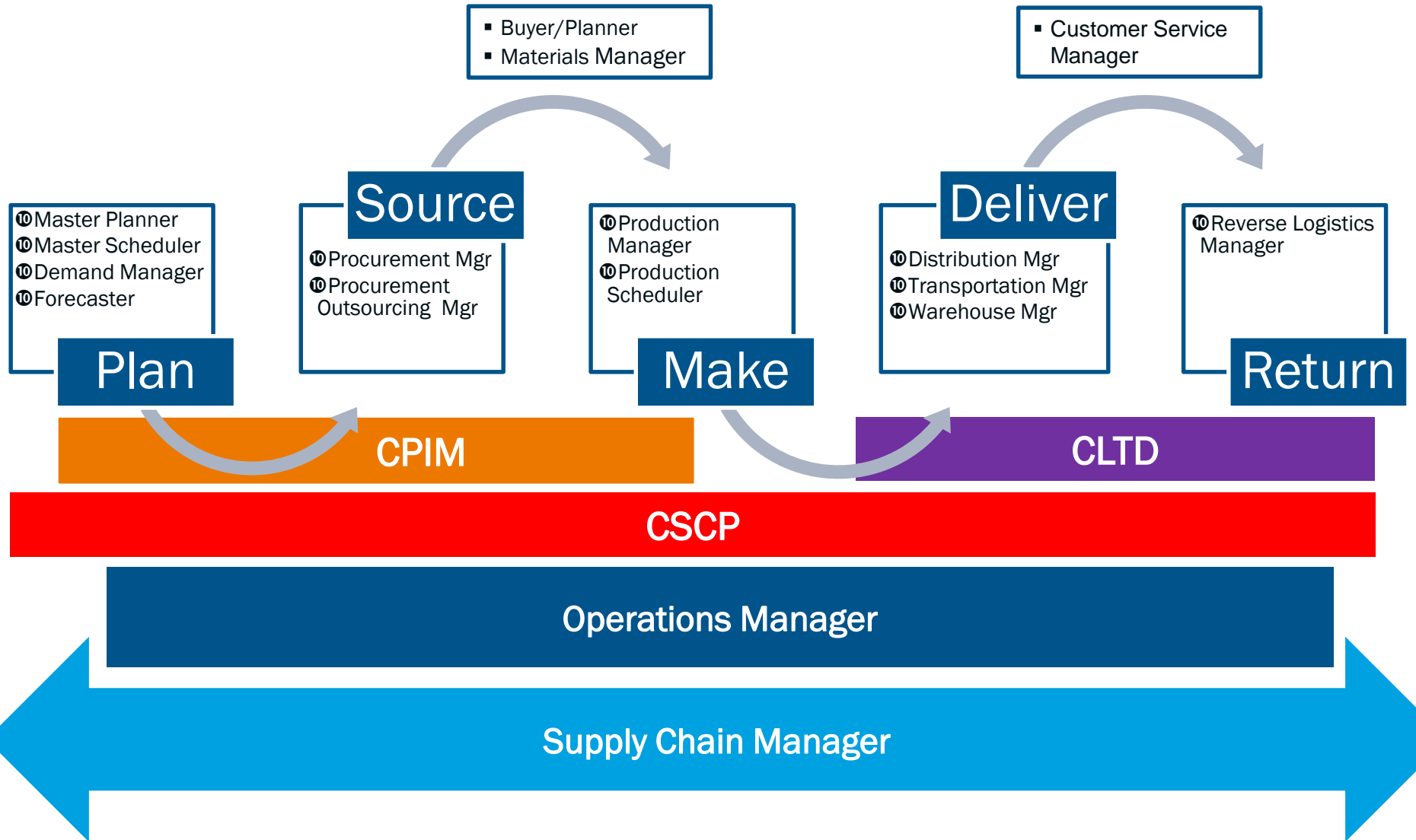
APICS Value  
Proposition

APICS for  
Business  
(incl. SCOR)

Corporations, and  
Institutions

**APICS delivers a total individual and corporate value proposition.**  
We have always helped **individuals** achieve career development goals.  
We can **NOW** help **corporations** achieve strategic supply chain goals.

# People Advancing Supply Chain Today



# APICS Certification Benefits

## For Organizations

- Align activities with business objectives to streamline operations and drive profits
- Create common understanding, vocabulary, processes and frameworks within their entity to address their supply chain challenges and opportunities
- Maximize ROI on the systems and technologies within the organization
- Boost productivity, collaboration and innovation

## For Employees and Individuals

- Improve forecasting, inventory management, productivity and other operations
- Effectively manage supplier and increases customer relationships
- Enhance logistics, technology and data integration to improve performance
- Increase customer satisfaction and bottom-line results
- Contributes to salary increase, individual recognition and job-outlook marketability

# APICS Certification Programs



- **APICS Certified in Production and Inventory Management (CPIM)**  
In-depth understanding of internal operations



- **APICS Certified Supply Chain Professional (CSCP)**  
End-to-end supply chain management



- **APICS Certified in Logistics, Transportation and Distribution (CLTD)**  
Master day-to-day functions of logistics, distribution and transportation



“Which certification is right for me?”



# What is your area of focus?



## Inside the four walls of your company?

- Product Forecasting
- Master Scheduling
- MRP
- Scheduling Operations
- Cycle Counting
- Inventory movement
- Receiving
- Capacity Planning



## Outside the four walls of your company?

- Supply Chain Design
- Supplier Management
- 3PL, 4PL
- Transportation
- Customs
- Distribution channels
- Customer Management



## On the “Deliver” and “Return” part of your company?

- Logistics management
- 3PLs and logistics services
- Direct or indirect manufacturing
- Transportation
- Distribution channels
- Importers/exporters

# CPIM

# What is the CPIM Certification?

<b>Focus</b>	Internal
<b>Benefits</b>	<ul style="list-style-type: none"><li>▪ Increase functional knowledge of production and inventory management</li><li>▪ Master the tools needed to effectively improve internal operations</li><li>▪ Create consistency and foster collaboration through best practices, common terminology and corporate-wide communication</li></ul>
<b>Exams</b>	<ul style="list-style-type: none"><li>▪ 2 exams (Part 1 and Part 2)</li></ul>
<b>Eligibility</b>	No eligibility requirements to pursue and earn the CPIM credential
<b>Maintenance</b>	5 year certification maintenance period. More information at <a href="https://apics.org/maintenance">apics.org/maintenance</a>

# Who is the APICS CPIM program designed for?

## Top 10 job titles of CPIM certification holders

1. Buyer/Planner
2. Product Planner
3. Material Manager
4. Supply Planner
5. Manager
6. Consultant
7. Supply Chain Analyst
8. Inventory Analyst
9. Demand Analyst
10. Supply Chain Manager

Source: APICS certification

# CSCP

# What is the APICS CSCP program?

<b>Focus</b>	External
<b>Benefits</b>	<ul style="list-style-type: none"><li>▪ Encompasses end-to-end supply chain including suppliers and customers</li><li>▪ Breadth across many topics, including globalization, IT enablement, logistics, service industry and more</li></ul>
<b>Exam</b>	<ul style="list-style-type: none"><li>▪ 1 exam</li></ul>
<b>Eligibility</b>	Eligibility requirements: work experience & education. Complete the form at <a href="https://apics.org/eligibility">apics.org/eligibility</a>
<b>Maintenance</b>	5 year certification maintenance period. More information at <a href="https://apics.org/maintenance">apics.org/maintenance</a>

# Who is the APICS CSCP program designed for?

## Top 10 job titles of CSCP certification holders

1. Supply Chain Manager
2. Consultant
3. Senior Consultant
4. Manager
5. Project Manager
6. Materials Manager
7. Supply Chain Analyst
8. Business Analyst
9. Logistics Manager
10. Operations Manager

Source: APICS certification

# CLTD



# What is the APICS CLTD program?

<b>Focus</b>	"Deliver" and "Return"
<b>Benefits</b>	<ul style="list-style-type: none"><li>▪ Master essential knowledge for logistics, transportation and distribution professionals.</li><li>▪ Expand your outlook on the logistics field and bring new ideas to your workplace.</li><li>▪ Demonstrate your long term commitment to the growing logistics, transportation and distribution profession.</li></ul>
<b>Exam</b>	<ul style="list-style-type: none"><li>▪ 1 exam</li></ul>
<b>Eligibility</b>	Eligibility requirements: work experience & education. Complete the form at <a href="https://apics.org/eligibility">apics.org/eligibility</a>
<b>Maintenance</b>	5 year certification maintenance period. More information at <a href="https://apics.org/maintenance">apics.org/maintenance</a>

# Who is the APICS CLTD program designed for?

## Top 10 job titles of CLTD certification holders

1. Logistics Director
2. President / CEO
3. Logistics Manager
4. Global Transportation Manager
5. Materials Manager
6. Supply Chain Manager
7. Operations Manager
8. Production Manager
9. Traffic Analyst
10. Consultant

Source: APICS certification

# Eligibility Requirements for CSCP and CLTD

We recommend you submit your eligibility application before entering the CSCP or CLTD programs (application approvals never expire!)

[apics.org/eligibility](https://apics.org/eligibility)

- To be eligible for the APICS CSCP or CLTD, a candidate must meet ONE of the following criteria:
  - 3 years of supply chain related business experience, OR
  - Bachelor's degree or the international equivalent OR
  - CPIM, CSCP, CLTD, CTL, CFPIM, CIRM, SCOR-P, C.P.M., CSM or CPSM designations

# Which program is right for you?

APICS BACK TO APICS


## ADVANCE YOUR CAREER AND SUPPLY CHAIN PERFORMANCE

Discover which course is right for you using our guide below.

### APICS Education: Which program is right for you?

APICS offers a variety of education, certification, and endorsement programs to enhance your professional career and improve your organization's bottom line. Whether you need to streamline your supply chain, master the basics of materials and operations management or build your knowledge in logistics, transportation and distribution, APICS has the right program for you.

Tell us what you're looking for:



Education for the individual or several colleagues



Group education for multiple people, a department, or an organization

APICS BACK TO APICS

Education Selector / Individuals

### What are you interested in learning?

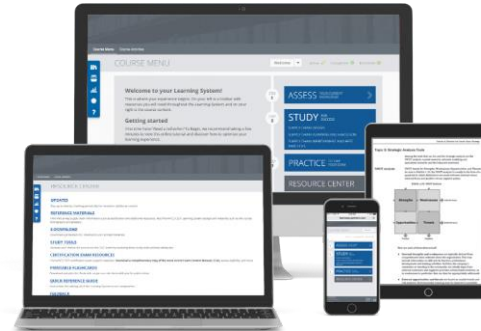
Whether you need to streamline your supply chain, master the basics of materials and operations management or build your knowledge in logistics, transportation and distribution, APICS has the right course for you.

- CPIM** APICS Certified in Production and Inventory Management  
Internal business subjects such as materials management, master scheduling, forecasting and production planning
- CSCP** APICS Certified Supply Chain Professional  
External business subjects such as the extended supply chain, from organizations' suppliers through to the end customers
- SCOR-P** APICS SCOR Professional  
Global supply chain and logistics using the Supply Chain Operations Reference (SCOR) model
- CLTD** APICS Certified in Logistics, Transportation and Distribution  
APICS Logistics, Transportation & Distribution Certification Program
- Compare All** Which APICS offering is right for me?

[www.apics.org/education-selector](http://www.apics.org/education-selector)

# APICS Preparation: The Learning Systems

# APICS Preparation: The Learning Systems



## Reading Materials – three ways!

- Printed
- E-download PDFs (offline access)
- Online e-reader (any device!)
  - Laptop
  - Tablet
  - Mobile phone

90% of users recommend the CSCP Learning System for exam preparation!

## Online Materials and Resources

- Accessible on any device
- Tests, exercises and additional resources designed to work with the reading materials
- Built with an Assess, Study, Practice model
- Acts as a guide for your studies
- Makes studying less overwhelming
- One year of access

# Learning System Model

1

• **ASSESS** yourself and plan your studies

2

• **STUDY** the materials

3

⑩ **PRACTICE** for the exam

4

⑩ **TAKE THE EXAM**

# Assess

## PRETEST

Take the Pretest and review your results in the report.

Course Menu Course Activities

### PRETEST

**RATIONALE**

Multi-destination routes help control costs associated with small shipments. Multi-stop refers to freight transportation by a trucking company that serves more than one customer and stops in several locations to drop off cargo. The company is not dedicated to just one customer. Common multi-stop transport occurs when carriers cross frontiers or borders and stops for customs inspections, as it is another processing address.

Some companies use line-haul as the term for their regular over-the-road (OTR) drivers. Dedicated line-haul drivers only haul freight for a certain customer, delivering merchandise from distribution centers to the customer's stores.

For more information, refer to Module 5, Section B, Topic 1.

What does multi-stop refer to with regard to road carriers?

- Freight for more than one customer, with stops in several locations. **CORRECT**
- Freight with an origin in one country and destination in another. **INCORRECT**
- Freight delivered to more than one customer from one distribution center.
- Freight only for certain customers, with delivery from distribution centers to customer stores.

[Next question](#)

## SMARTSTUDY TOOL

Input your scores into the SmartStudy tool for a personalized study plan.

APICS CSCP Learning System SmartStudy Plan for Learner

APICS CSCP Exam Weighing By Section

Section Knowledge Gap Analysis

APICS CSCP Exam Weighing By Section

Section	Weighting
Fundamentals of Supply Chain Design	34%
Supply Chain Planning and Execution	43%
Supply Chain Improvement and Best Practices	23%

Section Knowledge Gap Analysis

Section	Weighting
Fundamentals of Supply Chain Design	34%
Supply Chain Planning and Execution	40%
Supply Chain Improvement and Best Practices	41%

APICS CSCP Learning System SmartStudy Plan for Learner

Module	Pretest	Posttest	Practice Exam 1	Practice Exam 2
Module 1: Section A	31%	NS	NS	NS
Module 1: Section B	17%	NS	NS	NS
Module 1: Section C	0%	NS	NS	NS
Module 1: Section D	0%	NS	NS	NS
Module 1: Section E	100%	NS	NS	NS
Module 1: Section F	0%	NS	NS	NS
Module 1: Section G	12%	NS	NS	NS
Module 1: Section H	50%	NS	NS	NS
Module 1: Section I	33%	NS	NS	NS
Module 1: Section J	0%	NS	NS	NS
<b>Total</b>	<b>24%</b>	<b>NS</b>	<b>NS</b>	<b>NS</b>

## REPORTS

Exam Comparison Quiz Best Score Pretest Attempts Posttest Attempts Practice Exam 1 Attempts Practice Exam 2 Attempts

### Exam Comparison

This report compares your best results on the Pretest, Posttest, and Practice Exams. It shows a breakdown of your test scores by module, so you can quickly determine your learning gain and see which content may need further review.

NS = No score has been recorded

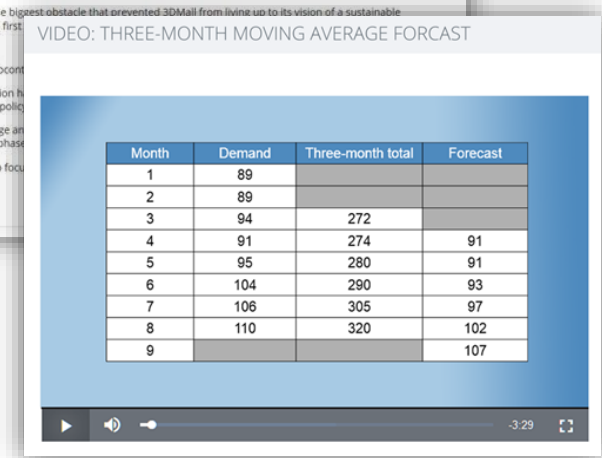
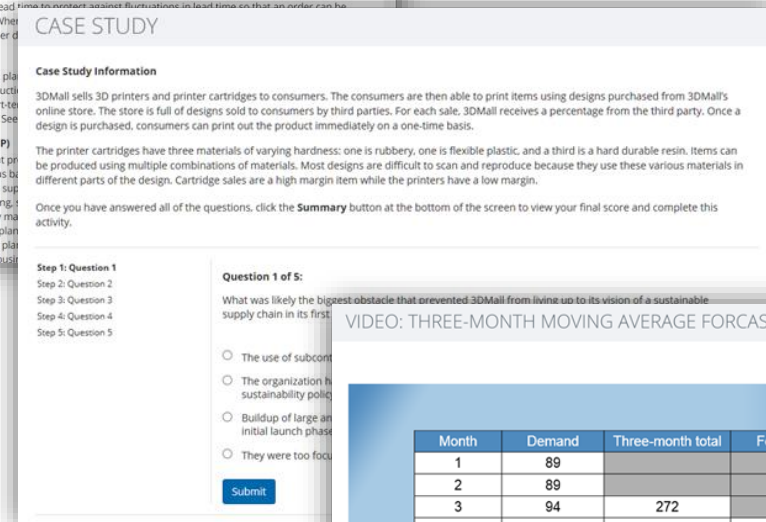
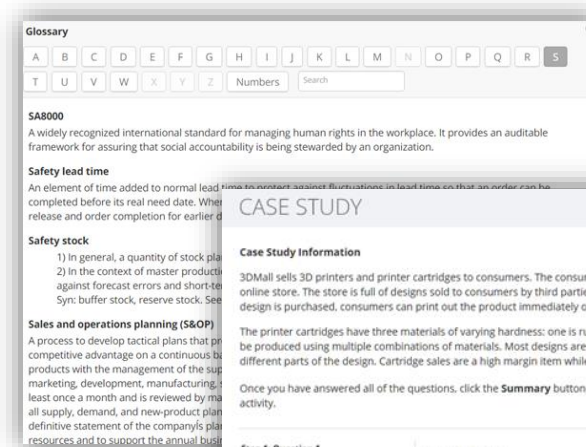
Module	Pretest	Posttest	Practice Exam 1	Practice Exam 2
Module 1: Section A	31%	NS	NS	NS
Module 1: Section B	17%	NS	NS	NS
Module 1: Section C	0%	NS	NS	NS
Module 1: Section D	0%	NS	NS	NS
Module 1: Section E	100%	NS	NS	NS
Module 1: Section F	0%	NS	NS	NS
Module 1: Section G	12%	NS	NS	NS
Module 1: Section H	50%	NS	NS	NS
Module 1: Section I	33%	NS	NS	NS
Module 1: Section J	0%	NS	NS	NS
<b>Total</b>	<b>24%</b>	<b>NS</b>	<b>NS</b>	<b>NS</b>

[View Attempts](#)



# Study

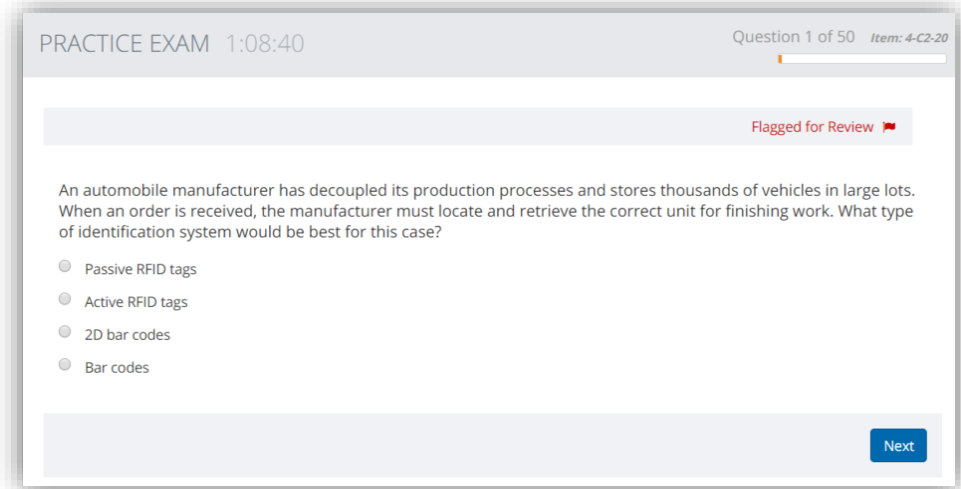
- Read the materials
- Watch videos
- Take quizzes
- Monitor your reports
- Review flashcards
- Consult the glossary
- Utilize the case studies
- Refer to the Resource Center



Over 100 hour study-time investment

# Practice

- Take the posttest
- Use the Practice Exams
  - Emulates exam functionality
  - Weighted to ECM
- Review test-taking tips
- Watch exam prep video
- Final practice and review before exam



PRACTICE EXAM 1:08:40 Question 1 of 50 Item: 4-C2-20

Flagged for Review

An automobile manufacturer has decoupled its production processes and stores thousands of vehicles in large lots. When an order is received, the manufacturer must locate and retrieve the correct unit for finishing work. What type of identification system would be best for this case?

- Passive RFID tags
- Active RFID tags
- 2D bar codes
- Bar codes

Next



TAKING APICS EXAMS WITH CONFIDENCE VIDEO

Liezl Smith  
CPIM CIRM CSCP  
ACPF


Techniques for Successfully Taking APICS Exams

Presented by:  
Liezl Smith CPIM, CIRM, CSCP, ACPF

APICS Business

-1:03:38

# Learn.APICS.Org

 Learning System Login




CSCP

CLTD

CPIM

EDUCATION SELECTOR

**CSCP** CERTIFIED SUPPLY CHAIN  
PROFESSIONAL

 [Learn More](#)

**CLTD** CERTIFIED IN LOGISTICS,  
TRANSPORTATION AND DISTRIBUTION

 [Learn More](#)

**CPIM** CERTIFIED IN PRODUCTION  
AND INVENTORY MANAGEMENT

 [Learn More](#)

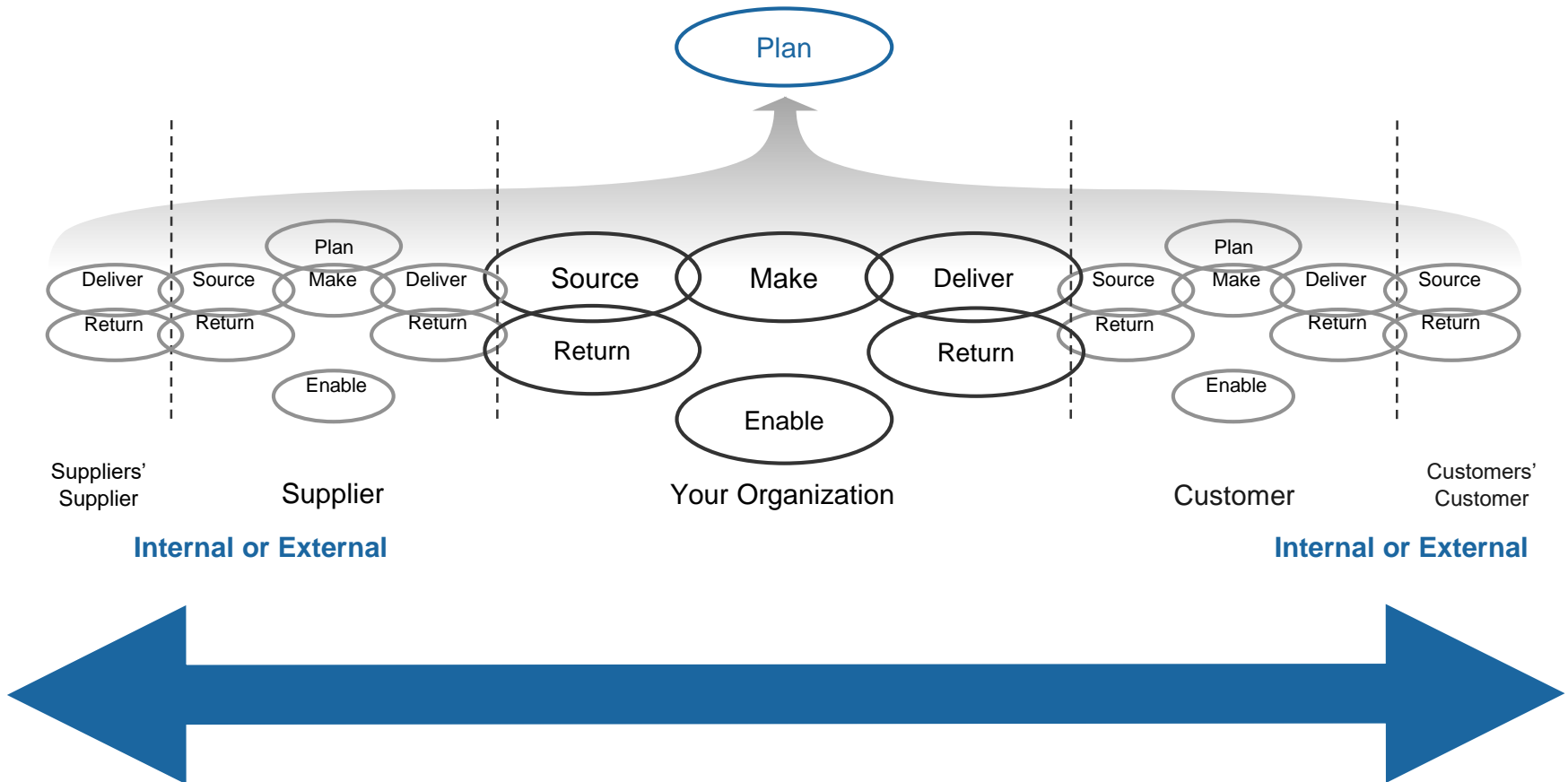
**SCOR**

# The APICS For Business Corporate Platform

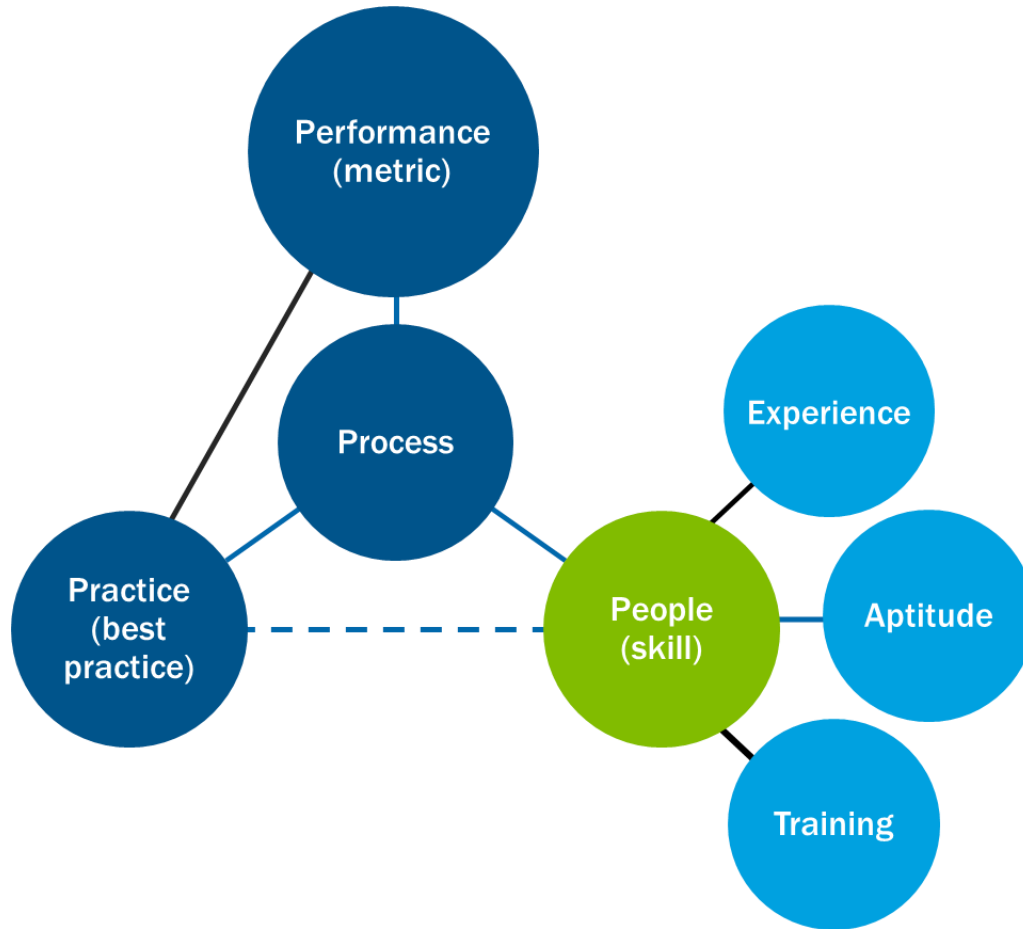


# The SCOR Process Model and Scope

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



# SCOR: Central to Our Value Proposition



## Global Standard

SCOR is the world's leading supply chain framework, linking business processes, performance metrics, practices and people skills into a unified structure to enable competitive advantage.

The reference model integrates:

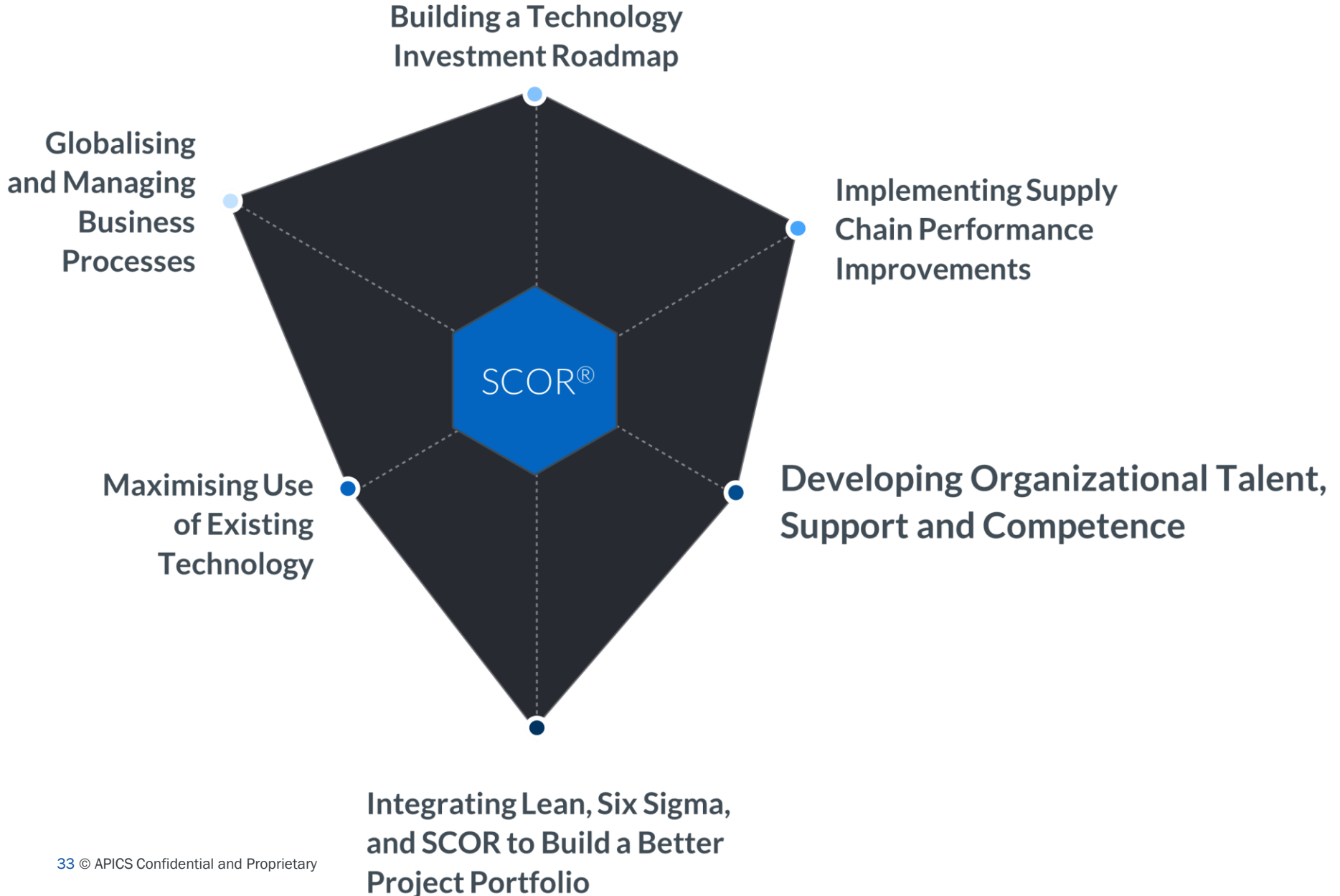
- Benchmarking
- Best practice maturity
- Business process re-engineering
- Organizational and individual supply talent assessment

# SCOR Project Methodology





# Top Motivations to Use SCOR®



# SCOR-P Professional Endorsement



## APICS Supply Chain Operations Reference – Professional Endorsement

- Introduction to SCOR model
- Practical application & exercises
- 3-day workshop and 1 exam
- “Designed for the cross functional teams that will lead supply chain assessments & transformation”



Thank You!