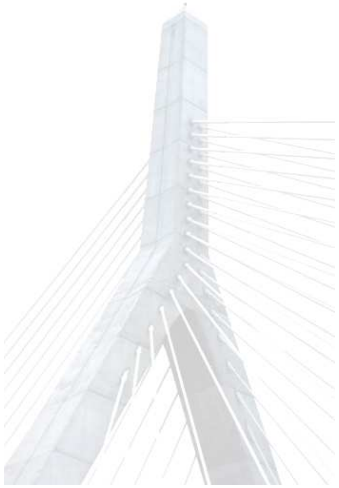


# “POP QUIZ”

- 1. Which of the following company objectives are generally in conflict?
  - *b. Customer Service, Production Efficiency, and Inventory Level.*
- 2. Which of the following is a major objective of materials management?
  - *b. Provide the required level of Customer Service.*
- 3. Which of the following is the primary objective of materials requirements planning?
  - *b. Keep priorities current.*
- 4. Why is it important to track the forecast?
  - *b. To improve our forecasting methods.*
- 5. If the opening inventory is 100 units, sales are 500 units, and the ending inventory is 200 units. How many will manufacturing produce?
  - *d. 600*



# Northeast Supply Chain Conference

## **Ready, Set, Certify! APICS and ISM Certifications: Your Competitive Edge Throughout the Supply Chain**

**APICS SESSION**

*by Tony Cioffi, CFPIM*

# WHY CERTIFICATION EDUCATION ?

- **Provides the basis for Continuous Improvement across the entire organization.**
- **Since the mid 90's**
  - **Shrinking Middle Management\_**
  - **Communication Gap gets wider as layers of management compress**
  - **Certification Education helps shrink the Gap**

# Where Is The NEED ?

- **Manufacturing and Service**
  - **Within each Area / Department / Function**
    - **Maintenance**
    - **Office Supplies**
    - **Your own Desk**
    - **Your own Household**
- **All Individuals - Regardless of Function**
  - **Sets you apart as specifically trained**
  - **Resume Material**

# Evolution of APICS Certification ...*CPIM*

## Certified in Production and Inventory Management

- Always included (basic 4)
  - Inventory
  - MRP
  - Production Activity Control
  - Master Scheduling
- Originally Four Modules
- Changed to Five of Six
  - Just In Time
  - Strategic Planning
- Changed to Six
- To enhance and attempt to keep current

# **APICS Certification ...*CPIM***

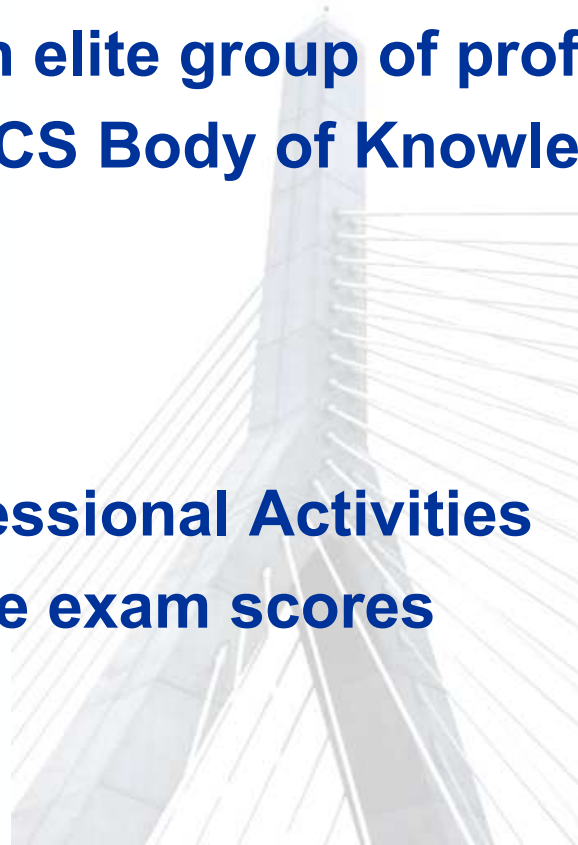
## **Certified in Production and Inventory Management**

- **CURRENT MODULES**
  - **Basics of Supply Chain Management**
  - **Master Planning of Resources**
  - **Detailed Scheduling and Planning**
  - **Execution and Control of Operations**
  - **Strategic Management of Resources**
  - **All 5 must be passed**
  - **Recommended Sequence**

# **APICS Certification...*CFPIM***

**Cert. Fellow in Production and Inventory Mgmt.**

- **Awarded to an elite group of professionals**
- **Share the APICS Body of Knowledge through**
  - **Presenting**
  - **Publishing**
  - **Teaching**
  - **Other Professional Activities**
- **Above average exam scores**



# **APICS Recertification...CPIM / CFPIM Certification Maintenance**

- Upholds the objectives of the CPIM and CFPIM programs and APICS vision to promote lifelong learning.
- **Certification Maintenance Program Requirements**
  - participation in a variety of professional development activities
  - CPIMs must earn 75 professional development points
  - CFPIMs must earn 100 professional development points
  - Five-year intervals, commencing from the date of initial certification and ending on the last day of the month that initial certification was received.
- **Earning Professional Development Points**
  - **Activities from a variety of sources are accepted for professional development points toward Certification Maintenance. Opportunities to Earn Points through APICS Programs**
  - APICS Membership(6 points per year)  
APICS Conference (24 points for full conference registration and attendance)  
APICS Educational Offerings (1 point per instructional hour)  
APICS CPIM and CIRM Exams (10 points earned for each exam passed)

# **APICS Recertification...CPIM / CFPIM**

## ***Certification Maintenance***

- No need to retake exams
- Receive points for any resource management education given or received.
  - Employer Workshops, Seminars, Training
- **Keep track of events**
  - receipts, letters, membership cards
- Do not have to be a member
- Review courses earn points (multiple times)
- Chapter Meetings, BOD Meetings
- Teaching
- Research Conducted
- Points determined by hours (with limits)
- Basically an Honor System
- **Certification Will Be Revoked**

# **APICS Certification ...*CIRM***

## **Certified in Integrated Resource Management**

- **Who ?**
  - **Anyone who would benefit from a complete understanding of the entire business function**
- **Can help you understand**
  - **Strategy Development and the role of the value-driven enterprise**
  - **Internal and External Supplier Collaboration**
  - **Initiate and manage Change within the org.**
  - **Translate customer demand**
  - **Apply decision making skills to solve enterprise issues**

# **APICS Certification ...*CIRM***

## **Certified in Integrated Resource Management**

- **Modules**
  - **Enterprise Concepts and Fundamentals**
  - **Identifying and Creating Demand**
  - **Designing Products and Processes**
  - **Delivering Products and Services**
  - **Integrated Enterprise Management**



# **APICS Certification ... *CSCP/CPIM***

## **Certified Supply Chain Professional**

- **March 2005, APICS announced the creation of the Certified Supply Chain Professional (CSCP)**
- **Changing educational needs in the field of supply chain management**
- **Designed for professionals**
  - **interested in increasing their knowledge of supply chain management,**
  - **those currently working in the field of supply chain management**
  - **those individuals working with enterprise resources planning (ERP) systems.**

# **APICS Certification ... *CSCP/CPIM***

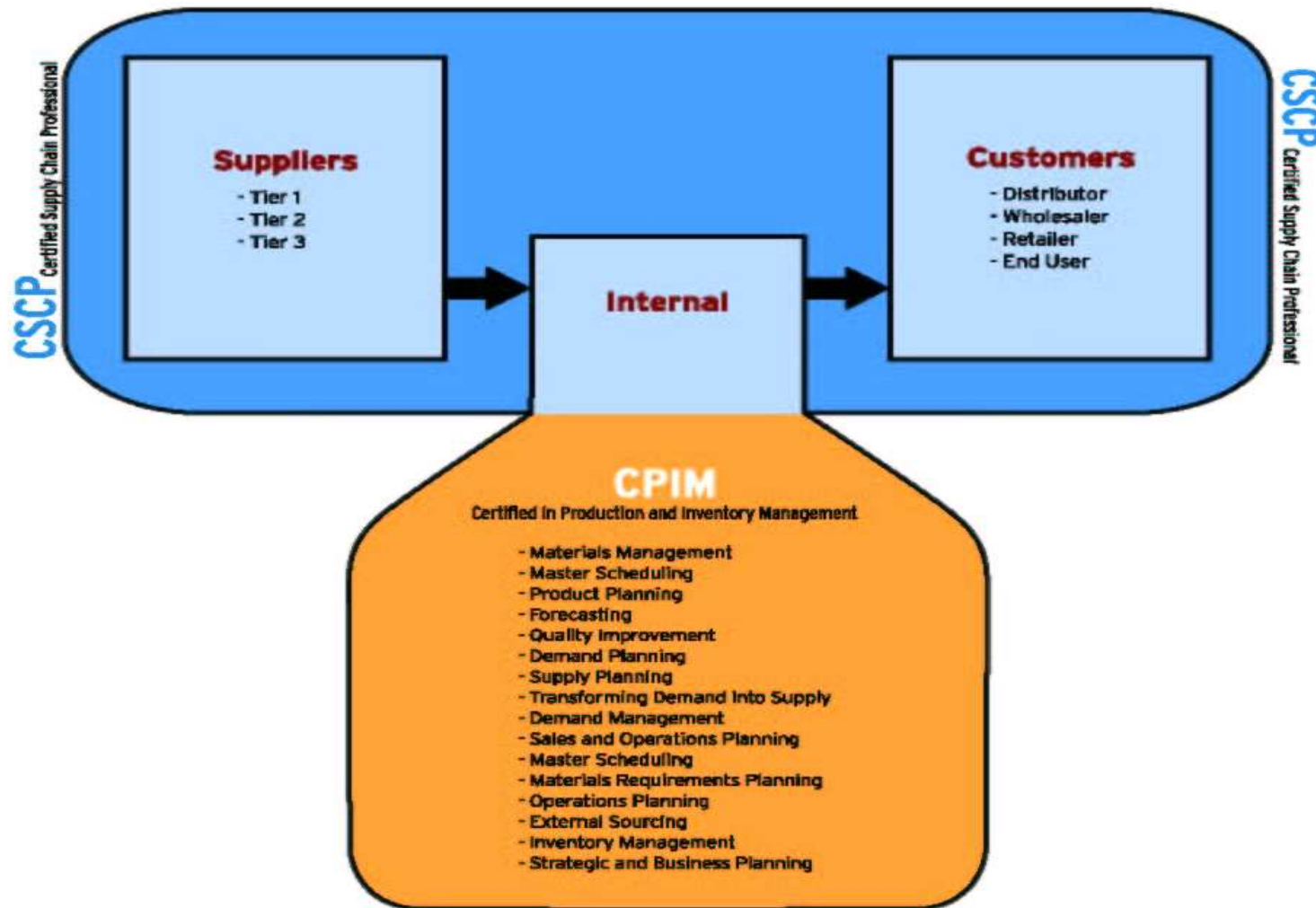
## **Certified Supply Chain Professional**

- The Holmes Corporation, specialists in the designing, marketing, and distributing of educational products for association certification programs, to develop the CSCP learning system.
- The CSCP learning system will consist of a blended learning approach incorporating
  - self-directed study courses
  - Web-based learning
  - classroom-based education offered through
    - colleges and universities and corporations
    - APICS network of local chapters throughout North America.
- The CSCP program will be launched
  - 2005 APICS Int. Conference, October 16-18, New Orleans, LA

# APICS Certification ...CSCP/CPIM

## Certified Supply Chain Professional

CSCP/CPIM Educational Relationship



# LAST 10 YEARS

- **Employment Section Recruiters**
  - **Certification Preferred / Required**
- **Increased Demand for CPIM Workshops**
- **Why ?**
  - **Downsizing**
  - **Re-Engineering**
  - **Many qualified people left**
  - **Personal Advancement**



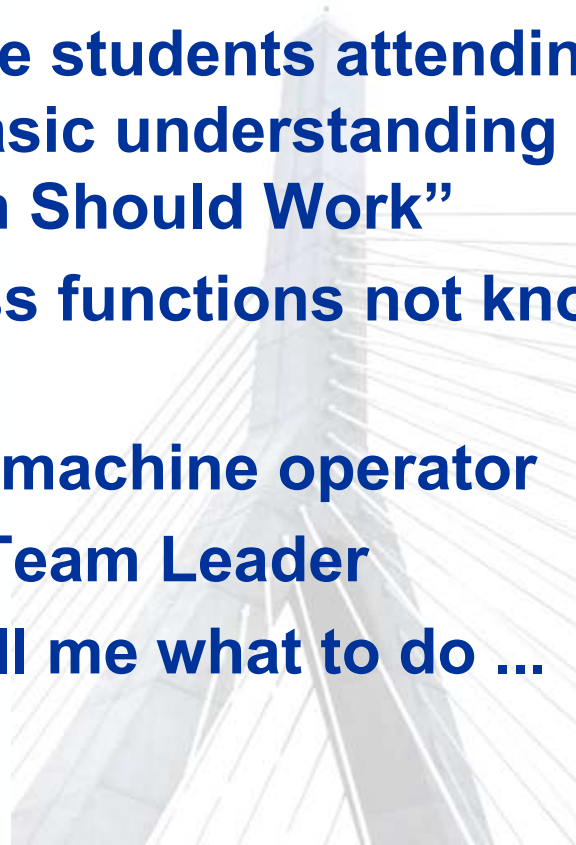
# LAST 10 YEARS

- **Lower Level positions expected to “Pick Up The Ball and Run”**
  - **Can they ?**
  - **Is Education Provided ?**
- **EDUCATION**
  - **Is not TRAINING**
  - **Be Cautious**
  - **Careful Selection**
  - **HUMAN RESOURCES**



# LAST 10 YEARS

- **More and more students attending workshops without the basic understanding of “How The Whole System Should Work”**
- **Basic business functions not known or understood**
- **I used to be a machine operator**
  - **Now I’m a Team Leader**
- **“They” just tell me what to do ...**



# EMPLOYER BENEFITS

- **Employees know there really is a Planning Process**
- **Reduction of Organization Conflict**
- **Promotes Team Approach**
  - **Role Recognition / Role Acceptance**
- **Eliminates “THEY”**
- **Provides for an environment of TRUST**



# WHO SHOULD CONSIDER CERTIFICATION ?

## ▪ UPPER MANAGEMENT

- Do you REALLY understand your current Business Environment ?
  - Enough to establish reasonable GOALS for your firm ?
- Don't be embarrassed if you don't
  - you probably never had to in the past
  - you can't be expected to know everything
- Do you respect the level of understanding of the people you employ?

# WHO SHOULD CONSIDER CERTIFICATION ?

- **MIDDLE MANAGEMENT**
  - **Make your job a little easier**
  - **Justification Tools**
    - **New Software**
    - **Enhance existing systems**
    - **Finally make it work**
- **STUDENTS**
  - **Certification**
  - **Career Progress**

# WHO SHOULD CONSIDER CERTIFICATION ?

- **OTHER FUNCTIONS**
  - **FINANCE / ACCOUNTING**
  - **SALES**
  - **INFORMATION SYSTEMS**
  - **HUMAN RESOURCES**
  
- **SOMETHING FOR EVERYONE**