



**GLOBAL
ABILITY**

2009 APICS INTERNATIONAL
CONFERENCE & EXPO

OCTOBER 4-6 | TORONTO, ONTARIO, CANADA

Volunteer Leader Workshop Professional Development Update

Sharon Rice

Executive Vice President

APICS The Association for Operations Management

October 3, 2009

CPIM 2010 Updates

Overview

- Major revision upgrades of DSP from version 3.2 to 4.0 and SMR from version 1.4 to 2.0
- First major revision to these two courses since 2000 (as was the case with BSCM last year)
- Improved instructional design (course delivery and interactivity)
- Corrections and revisions to BSCM, MPR, and ECO

CPIM 2010 Updates

Strategic Management of Resources

- Substantially restructured and rewrote the course and realigned content with an almost entirely new set of reference works added by the SMR exam committee for 2010.
- Increased emphasis on or expanded coverage of :
 - The role of operations strategy and key performance objectives in supporting the business's competitive strategy
 - Supply chain management strategies
 - Financial analysis and measurement of operations strategy and management

CPIM 2010 Updates

Strategic Management of Resources

- Introduced new content in the following areas such as:
 - Assessment of industry attractiveness and competitive strength
 - Supply network design and ownership issues
 - Expansion into foreign markets and globalization of the supply chain
 - Corporate social responsibility and sustainability
 - Risk management



CPIM 2010 Updates

Strategic Management of Resources

- Added six new manufacturing and service industry case studies to the course on in the following five areas:
 - Risk management
 - Quality
 - Operations performance objectives
 - Competitive strategies at the business level
 - The role of operations strategy in both supporting and influencing business strategy.

CPIM 2010 Updates

Detailed Scheduling and Planning

- Improved the flow of the course material
- Rewrote and replaced existing content from discontinued references to ensure that the new content is reference-able to the *Exam Content Manual* and the existing references (authors and other sources)
- Added new content on service inventory, MRP II, and capacity management for services

CPIM 2010 Updates

Detailed Scheduling and Planning

- Expanded coverage and interactivity in the following areas:
 - Role of lean/JIT in resolving sales and operations planning conflicts
 - Impact of lean/JIT on improving throughput and reducing inventory, and the corresponding financial implications
 - Material planning in project, flow, and lean manufacturing processes
 - Process flow scheduling and line balancing
 - Tactical buying vs. strategic sourcing
 - Types and advantages of supplier-customer partnerships
 - Supplier-customer collaboration and logistics approaches to accelerate the supply chain



CPIM 2010 Updates

- Other Updates

Course	Instructor Log Entries	Edits Based on Instructor Log	Revisions Based on Changes in the ECM
BSCM	150	86	4
MPR	42	24	5
ECO	14	2	2

CPIM 2010 Updates

- Available for pre-order in November 2009.
- Start shipping in December 2009.
- Details will be posted to C-BOX and Instructor site.
- 2010 pricing remains the same for both participant guides and instructor materials.



CPIM 2011 Updates

Complete CPIM Major Revisions

- ECO and MPR redesigned and rewritten
- Continued update of all CPIM Modules

CPIM Demo

- The demo provides potential CPIM candidates with a peek inside the courseware and collects their contact information.
- 580 leads generated since 7/09

APICS CPIM Modules

The APICS CPIM has been organized into five modules. The diagram shows how these modules relate to each other and how they will help you to manage your business resources.

iSpring 4 / 19

Inventory and the Flow of Materials

Supplier → Raw Material → Work in Process → Finished Goods → Warehouse → Customer

Supplier → Components → Work in Process → Finished Goods → Warehouse → Customer

Supplier → MRO → Warehouse → Customer

Source: Arnold et al., Introduction to Materials Management, 8th ed. Reprinted by Permission of Pearson Education
© 2009 APICS CONFIDENTIAL AND PROPRIETARY

APICS The Association for Operations Management®

02:52 / 04:41

CSCP 2010 Updates

Version 2.1, Edition 2010

- Alignment with *2010 CSCP Exam Content Manual* (ECM)
- Add two professional development topics - lean & sustainable supply chains
- Enhance the global content/examples
- Addressed all comments submitted by instructors and students
- Web-based tool and instructor kit materials updated to reflect above changes

Supply Chain Manager Competency Model

- Created by the 2009 APICS Future Leaders
- Based on US Department of Labor Competency Models
- Details competencies in the areas of:
 - Personal Effectiveness
 - Academic
 - Workplace
 - Operational Manager Technical
 - Supply Chain Manager Knowledge
 - Supply Chain Manager Technical
 - Supply Chain Manager Specific Requirements

Exam Vouchers

Discount for Bulk Purchase of Exam Vouchers

- Extended through the end of 2009
- Encourages packaging exam vouchers with courseware/instruction sales.
- Tier Structure :
 - 5 – 15 = 10% discount off member & non-member vouchers
 - 16 – 25 = 15% discount off member & non-member vouchers
 - 26+ = 20% discount off member & non-member vouchers
- 48 hr turnaround time for orders – vouchers expire 1 yr from date of purchase.

DANTES

Defense Activity for Non-Traditional Education Support

- Provide high-quality, valuable educational opportunities to service members and their families, as well as Department of Defense personnel
- Help military personnel achieve their professional and personal education goals
- Provide consolidated management of programs to prevent duplication of efforts among the Services

DANTES

- The APICS CSCP exam is now offered at U.S. 100 military testing centers
- Activities to market APICS to military service members and their employers have begun
- Interviews have been conducted with military service personnel who also understand the APICS BOK and hold APICS certification
- Marketing tool kits will be posted this week
- A Webinar, “Sales Strategies for the DOD—Chapter Resources and Tips for Military Engagement,” for APICS partners will be held **October 27**

APICS Research

- Current research where we are able to report by state/ country include:
 - Member Needs
 - Employment Outlook
- Upcoming surveys including:
 - Member Net Promoter Score
 - Common Community
 - Brand Awareness
 - Defense Member and Customer Baseline



Online Lead Generation

- Since mid-June, Google has served APICS Local Chapter Education ads more than 6 million times. In addition, nearly 3,800 visitors have clicked through to the district Web sites.





**GLOBAL
ABILITY**

2009 APICS INTERNATIONAL
CONFERENCE & EXPO

OCTOBER 4-6 | TORONTO, ONTARIO, CANADA

For more information about
Professional Development
Division activities, see your
VLW program guide.