



Achieving Sustainable Productivity  
Meeting Customer Demand in an Unpredictable World

Volunteer Leadership  
Workshop at  
2011 APICS International  
Conference & Expo



APICS Volunteers  
BUILDING PILLARS OF SUCCESS  
CONTENT • AFFILIATION • CERTIFICATION



APICS  
The Assessment for  
Operations Management®

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## Sustainable Productivity: The Role We Play

Presented by:  
Eric Schaudt, Chair, 2011 APICS Board of Directors  
Sharon Rice, Executive Vice President, APICS

October 22, 2011



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## Achieving Sustainable Productivity

How will companies position their supply chain today and in the future to deliver sustainable growth?



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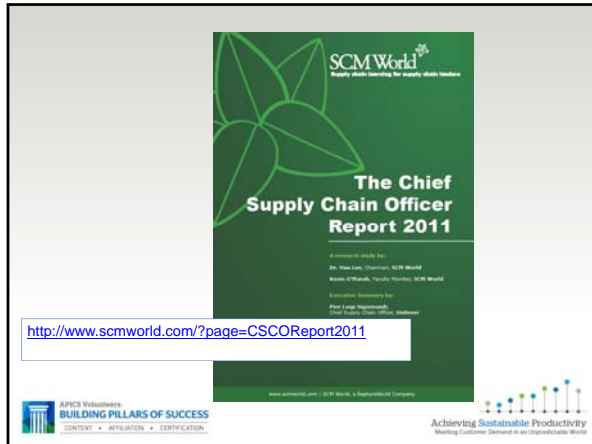
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### Supply Chain Talent Acquisition and Leadership Development

- Is it really a problem?
  - 90 percent of respondents said that supply chain talent acquisition and development is “an important challenge”
    - 35 percent of those same respondents said it is “one of their top challenges”
  - 63 percent said it “has always been a challenge” while 22 percent said “it [has been] more difficult these last three years”

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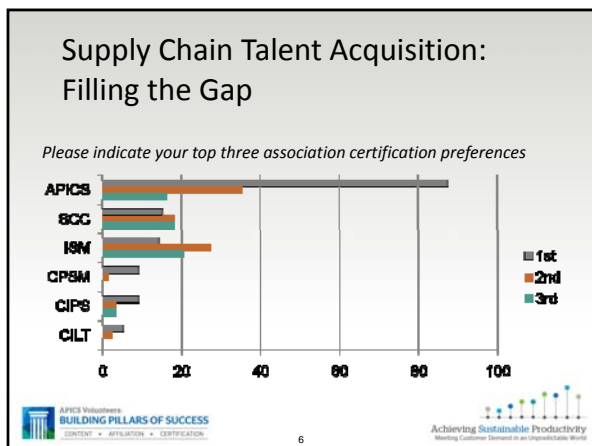
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## Building a Sustainable and Productive Workforce

Affiliation with APICS and its local partners supports workforce development initiatives by:

- providing the information, education, and **leadership development** professionals need to succeed
- giving companies the validation they require to be confident they have employed an extremely capable workforce.



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## Meeting End-to-End Career Needs



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## The Future of APICS

APICS will:

- Be an “affiliation organization that uses access to content and knowledge to attract individuals to the APICS community”
- Provide end-to-end career benefits as a result of membership affiliation with APICS.



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Affiliation with APICS and our **local partners** provide members, customers, and volunteer leaders with the information, education, and support they need to advance their careers in supply chain or operations management.





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### Membership Services

Affiliation happens when:

- Members come together at chapter events, IA conferences, and AEP forums.
- Professionals connect through social media discussion groups like LinkedIn, Facebook, and APICS communities .
- Corporate teamwork and innovation are recognized by the APICS community through award programs.
- Professionals become authors by contributing to APICS magazine.
- Individuals work with one another to develop leadership skills through chapter and IA boards of directors and committees.
- Employers connect to potential employees using APICS career resources and referrals from the greater APICS network.


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### New Benefit! APICS Career Packs

**Free to members only:** APICS career packs provide **information on the skills, knowledge ,and experience** that industry professionals must possess. Each pack includes:

- Competency models
- Position descriptions/responsibilities
- Typical career paths
- Hiring key words

Initial positions that will be offered include:

- Supply chain manager
- Materials manager
- Buyer/planner
- Master scheduling manager
- Distribution and logistics managers



Available online in the APICS bookstore!





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## New Benefit! Supply Chain Channel

- New benefit for members: APICS social networking community
- Access in December at [www.supplychainchannel.org](http://www.supplychainchannel.org)

### APICS Supply Chain Channel features:

- Member directory
- Libraries including APICS content
- Links to other APICS social networking sites
- New discussions and communities
- APICS news
- Industry news
- Upcoming events



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## Research

Affiliation happens when

- Member voices are heard through satisfaction surveys that capture wants, needs and expectations
- Professionals gain access to best practices, baselines, and averages – which enable them to surpass the competition
- Instructors and academics gain insight from research enabling them to better educate their students
- APICS engages the professional community to establish and validate industry standards – such as certifications, terminology, and best practices that define the profession.



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## New Benefit! Practitioner Research Reports

- Exclusively available as a members-only benefit
- 2011 summary reports
  - Sales and operations planning
  - Supply chain strategy
  - Supply chain risk
  - Supply chain sustainability (Q4, 2011)
- Available on the research page of [apics.org](http://apics.org)



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## APICS Folios Series

- APICS folio series
    - Collection of information on a specific topic
    - Same topics as practitioner research
- Also Includes:**
- Survey findings
  - Insights from the most successful companies, practical advice
  - Related APICS magazine articles
- Folios are available to all APICS customers from the APICS Bookstore




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## Certifications

Affiliation happens when:

- A district, chapter, and committee work together to conduct item writing and cut score workshops
- A local leader inspires a member to become certified and achieve professional competitive advantage and be recognized as an expert
- 1,000 successful candidates contribute to developing test taking tips to assist others in passing CPIM and CSCP
- CPIMs and CSCPs attend PDMs, local plant tours, and district-sponsored conferences to maintain their credential and remain current in the field
- A CPIM applies to become a CFPIM contributing at a higher level to his or her professional community.




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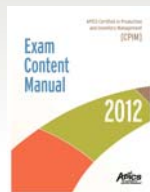
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## APICS Certification

Purpose of the job task analysis (JTA) is to validate the knowledge and skills required of individuals working in operations management roles for today's work environment.

- APICS CPIM JTA planned for 2012
- JTA committee: Equal number of Certification
- Committee members and non-APICS affiliates
- JTA survey: 150-200 questions, frequency and importance ratings
- JTA responses: required number of responses to be psychometrically sound
- JTA results: Delivered to APICS CPIM Certification Exam Chairs to develop update the *Exam Content Manuals* (ECMs)




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## APICS Certification

The National College Credit Recommendation Service(NCCRS) evaluates certification programs for colleges to use as a guide in awarding credit for non-collegiate course work.

- APICS CSCP, BSCM, SMR: three credit hours
- MPR, DSP, ECO: two credit hours
- APICS CSCP will be re-evaluated in 2012 for master's-level credit
- Go to <http://www.apics.org/Certification/collegetecred>




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## Professional Development

Affiliation happens when:

- Chapters and IAs promote the value of membership along with the value of education to their customers
- Students in the classroom study APICS CPIM and CSCP principles or other APICS courses together
- Participants at professional development meetings learn about real-life application of the body of knowledge
- Instructors interact on the Instructor listserv and through the Instructor Development Program
- Subject matter experts (SMEs) work together to determine how best to educate practitioners.




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## New! APICS CSCP Program Update

- Updated based on the 2010 job task analysis
- The 2012 product is a major update
  - Enhancements to online tools
    - More interactive features
  - Three modules instead of four
  - New topics include
    - Supply chain risk management
    - Sustainability
  - Scheduled for release in November 2011




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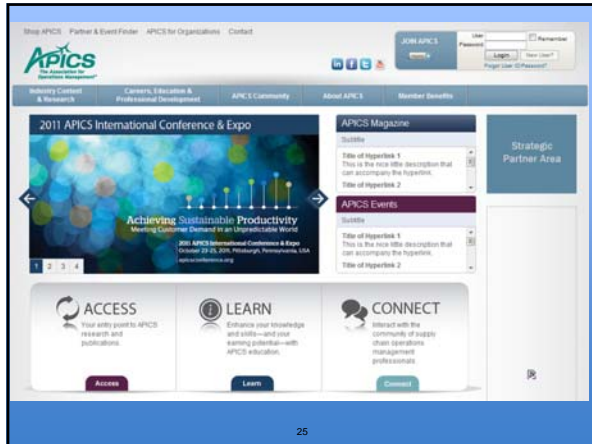
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## Channel Development

Affiliation happens when:

- 40 production and inventory control professionals gathered together for the first time in Alcazar Hotel in Cleveland to charter a society to define a profession
- 25 managers in New Bedford, Massachusetts, form the first APICS chapter
- Professionals in Hamilton, Ontario, form the first Canadian chapter; Mexico City form the first Mexican chapter; and the UK forms the first international partner
- Students form their first student chapter at Auburn University

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## Channel Development

Affiliation happens when:

- Local chapter leaders come together to strengthen their organizations at district meetings
- Chapters help drive membership up for 13 out of the last 15 months even in a recession economy
- Local partners drive APICS CSCP sales to the highest point in the history of the program
- Chapter, IA, and AEP leaders provide advice and support on the listservs.

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## New! Evolution of *My Chapter*

- Tools move beyond membership data management
- Fully integrated with apics.org
  - Enhanced events management
    - Single entry point for all chapter and partner events
  - Faster real-time reporting
  - Posts all chapter and partner purchases
  - Go-live date: December 2011



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## Volunteer Leaders

Affiliation happens when:

- 1,950 chapter and district leaders give back to the profession by teaching and leading APICS members and chapters
- 15,600 volunteer hours are dedicated to moving APICS forward each month
- 187,200 volunteer hours are donated to the cause of driving the APICS mission annually.



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## Thank You

### Affiliation happens because of you!



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