

APICS Boston partners with Northeastern University to offer APICS CSCP training and increase membership.

College/University Case Study APICS CSCP Learning System

The Organization:

The Boston Chapter of APICS is one of APICS' 250 North American chapters that provides manufacturing and service professionals with superior education, training, and networking opportunities.

The Situation:

APICS Boston's mission is to be the premier provider of quality education that promotes the effective use of resources and the achievement of operational excellence by companies and organizations in the manufacturing, services, and public sectors within its immediate and extended reach.

The APICS Certified Supply Chain Professional® (CSCP) designation was introduced in 2006. In step with its mission, APICS Boston immediately identified the need to expand its educational offerings to include APICS CSCP exam preparation, while maximizing available resources.

The Approach:

How does a chapter offer high quality training without overwhelming financial and volunteer resources?

David Rivers, CFPIM, CIRM, CSCP, explains, "As assistant vice president of education at the time, I was asked to spearhead the APICS CSCP training process. Through an APICS seminar, I had heard about the APICS CSCP Learning System and the unique tools that were developed for APICS CSCP training through the chapters. APICS' development partner for the APICS CSCP Learning System, Holmes Corporation, had already established relationships with hundreds of colleges and universities across the country, and Holmes Corporation put me in touch with Mark Gould from Northeastern University."

Rivers relied on Northeastern University to take care of the details. "It turned out to be a great partnership. APICS Boston contacted our members to solicit interested instructors and to promote the course. Northeastern University took care of the rest. They chose the instructors, marketed the course to their contacts, and took care of the logistics. Northeastern also shouldered most of the costs including instructor fees, instructor manuals, and handouts."



"With limited resources, we have increased our membership and provided CSCP training to 39 professionals through our APICS CSCP Learning System course offered in partnership with Northeastern University."

David Rivers, CFPIM, CIRM, CSCP
President
APICS Boston

The Results:

As a result of the combined efforts of APICS Boston and Northeastern University, enrollment in the APICS CSCP Learning System instructor-led course has been impressive and has driven new members to APICS Boston.

"Our first 13-week APICS CSCP Learning System instructor-led course was delivered the fall semester of 2006. To date, we've offered three courses and have trained 39 individuals, including senior supply chain professionals, managers, IT specialists, and purchasing associates. Enrollment for fall 2007 is up to 17."

"Since we 'outsourced' the delivery of the course to Northeastern University, we not only saved time and money, but we also gained a conduit for recruiting new members. We offer a significant tuition discount to members so there is a big incentive to join. We look forward to providing APICS CSCP training to our current and future members for years to come."

apics.org/cscp

To learn more about partnership opportunities with a college/university in your area, contact your APICS CSCP Regional Representative at 888-266-9079 or e-mail: CSCPLearningSystem@holmescorp.com

