

*Coming up September 16-18, 2019*



Las Vegas will be the host city for ASCM 2019 – the flagship conference for the leading professional association supporting the global supply chain community.

The ASCM conference has a rich tradition of providing conference attendees with a variety of hands-on facility tours as part of the overall conference learning program — in many cases these tours have been cited as a particular highlight of the attendee's overall conference experience. Program planning is currently underway for ASCM 2019. Some of the exciting seminars: Artificial Intelligence, Threatcasting, and Sales and Operations Planning.

If you know of a company that would like to participate, please let us know.

## **APICS (ASCM) – Certification**

### *The Difference in CPIM and CSCP and Respective Values*

*By Michael W. Gozzo*

When planning to write this article, it made me think about how I got started with APICS and over the years developed a relationship which will endure.

When I started working, I had no experience or knowledge about what I was doing. One of the leaders in the enterprise suggested I participate in a newly formed professional society's meeting. There was fear in my mind of getting into something where I would embarrass myself. That situation, "Fear of the unknown" is what limits people's capabilities. My learning started with exchanging experiences with people at these meetings and having the opportunity to participate in Saturday classes given by experienced people in the field of Production and Inventory Control.

Since that time (over 40 years), the APICS organization has grown to develop a Body of Knowledge (BOK) in Supply Chain Management (SCM)

## Schedule

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**June 5, 2019 6pm**  
Board of Directors  
Meeting  
JCM

**June 13-14, 2019**  
S&OP Conference  
Chicago, IL

**Sep 16-18, 2019**  
ASCM - Annual  
Conference in Las  
Vegas

Go to our website  
for updated  
schedules of  
meetings and other  
events:

<http://www.apicssnv.org/>

that is the leader in the world. Its dictionary of terminology is the standard for major software providers of Enterprise Requirements Planning (ERP) systems.

### ***WHAT IS CERTIFICATION?***

It is a means that provides knowledge and skills to impact effectively an enterprise's ability to maximize Return of Investment (ROI) from its capabilities and increase customer satisfaction.

There are multiple certifications:

- CPIM – Certified in Production and Inventory Management
- CSCP – Certified Supply Chain Professional
- CLTD – Certified in Logistics, Transportation, and Distribution
- SCOR-P - Certified in Supply Chain Operations Reference Professional

The focus will be on distinguishing between the two of these – CPIM and CSCP.

It will be structured as follows:

- What are they?
- Why participate in them?
- Which is best for you?
  - Enterprise – Corporation
  - Individual
- How can APICS Southern Nevada help?

### ***WHAT ARE CPIM and CSCP?***

#### ***CPIM certification is structured as follows:***

- A Learning System with two (2) parts – CPIM Part 1 and CPIM Part 2 to help prepare you for the respective two (2) exams.
  - The system provides the option to attend instructor-led classes or self-study
  - The content of CPIM is:
    - Part 1 – an overview of the supply chain – covering Demand Management, Master Planning, Material Requirement Planning, Capacity Management, Purchasing, Inventory Management, Execution and Control, Physical Distribution, and Continuous Improvement
    - Part 2 – a detailed view of the contents from Part 1 but structured within the following modules:
      - Strategic Management of Resources - SMR
      - Master Planning of Resources - MPR
      - Detailed Scheduling and Planning – DSP
      - Execution and Control of Operations – ECO

- Each Part also consists of practice exams, exercises, and mini-cases to aid the student in their learning the content of the material
- There is an exam for each Part
  - Each exam is 3.5 hours
  - Each exam has 150 questions
- To become certified, you must pass both Part 1 and 2 exams

***CSCP certification is structured as follows:***

- Has a Learning System
  - The system provides the option to attend instructor-led classes or self-study
  - The content of CSCP is:
    - Encompasses the end-to-end global supply chain – from suppliers to the end customer
      - Covers globalization, IT enablement, and both supplier and customer relations
      - Supply Chain Design, Supply Chain Planning and Execution, and Supply Chain Improvement and Best Practices
- There is only one (1) exam to pass for certification
  - The exam has 150 questions and is 3.5 hours long

***WHY PARTICIPATE IN TAKING THE INSTRUCTION and/or EXAMS?***

CPIM has been recognized globally as the standard of professional competence in production and inventory management since 1973.

112,000 designees around the world, on the average, earn 27% more than their counterparts without an APICS certification

65% report that their CPIM designation made a positive impact in hiring and promotional decisions

CSCP is the first and only supply chain certification that encompasses the end-to-end global supply chain

Obtain knowledge of the tools to employ for improving company performance in order to obtain career advancement from within.

***WHICH IS BEST FOR YOU?***

***Enterprise Considerations:***

- Recognizing that people are assets to business, provide them the opportunity to learn how to improve company performance
  - Obtaining CSCP certification training for leadership of supply chain will gather insight into what practices will enhance operations performance
    - The learning system can act as a guide to improving leadership skills

- Can be subsequently used to aid personnel in achieving performance targets
- Providing the opportunity and support for CPIM training will act as a positive factor in retaining and advancing people
  - If established, performance criteria are incorporated into the goals and measured

*Individual:*

- Frustrated in not being given new assignments or passed over for advancement?
  - Ask yourself – what have I done (over and above my work description) to warrant such?
  - Here is an opportunity to demonstrate to the leadership – apply for CPIM I and II training and apply what you have learned from the classroom
    - This will prove your worthiness and ROI to the company if they have reimbursed you for the training – predicated on a mutually improved goal  
REMEMBER NOTHING IS FOR FREE – WE NEED TO EARN/DEMONSTRATE OUR CAPABILITIES
- If I am a supervisor or greater position in the Supply Chain and I know the principles but may not know how to strategically and tactically employ such, you need to pursue both CPIM and CSCP. The skills provided will aid you in your leadership capabilities in improving measurable financial results

***HOW CAN THE APICS SOUTHERN NEVADA CHAPTER AID YOU?***

Whether you are an individual or corporate entity, contact our BOD-at-Large member Michael Gozzo (Mobile 831-334-3922 or Business 702-915-7478 or [tbc\\_grp@sbcglobal.net](mailto:tbc_grp@sbcglobal.net)) for answers and/or guidance to your questions.

*Find Learning Opportunities Online*

A world of APICS events is at your fingertips, from webinars to local certification training courses. Find a supply chain management event near you!

<http://www.apics.org/learning-opportunities>

*Are you looking to change careers or looking to relocate?*

Check out [www.jobs.ascm.org](http://www.jobs.ascm.org) for career opportunities in the Supply Chain area!

*Save \$15 with Chapter Test Vouchers!*

By purchasing exam credits through your local chapter, you get to save enough for a nice lunch before or after your test! <http://www.apicssnv.org/certification.htm>

### *Welcome New Members!*

We are so excited to have six new members join our chapter in January, February, and March! Welcome to Arpan Bansal, William Clemmons, Kimberly Berry, Elizabeth Beltran, Tristran Alexander, and Tom Larson!

### *Happy Anniversary!*

Thank you to our members celebrating their APICS anniversary this quarter:

Joan Clark: 24 Years

Jeffrey Fisher: 4 Years

Ryan Savage: 4 Years

Sue Lammert: 2 Years

Zheng Zang: 2 Years

### *Follow Us!*



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