

### APICS Certification: International Certification



### Certified in Planning & Inventory Management (CPIM)

The APICS (The Association of Operations Management, USA) CPIM is the strategic advantage you need in today's world, where the rate of organisational and technological change is accelerating exponentially. Just as successful companies have adapted to the changing business environment, the CPIM program has changed over the years to keep abreast of current knowledge and practices, while maintaining the body of knowledge and integrity that has kept CPIM at the forefront of supply chain education.

The APICS Certified in Planning and Inventory Management (CPIM) is known as the premier certification for internal supply chain business operations. Since CPIM's launch in 1973, more than 107,000 professionals have benefited from this globally recognized certification and learned about essential terminology concepts and strategies related to demand management, procurement and supplier planning, material requirements, planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control and continuous improvement.

CPIM provides operations management professionals with relevant, essential education that equips them for today's marketplace. The in-depth approach taken to understanding and evaluating production and inventory activities within a company's global operations is why this certification is preferred by thousands of employer's worldwide.

APICS's CPIM is the world's most respected designation among supply chain organizations and professionals. Professionals that earn the CPIM designation gain the dynamic ability to understand and evaluate production and inventory activities within a company's global operations. Organizations and APICS affiliates value the program's ability to effectively train a workforce in critical concepts and strategies, while maximizing ROI on systems and technologies within the company. Individuals value its ability to help advance their knowledge, proficiency and career.

CPIM training can be conducted on site and online for your supply chain group, department or cross-functional project team. You set the date, location and venue, the Authorised Education Provides manages registration, training materials and the instructor. Self-study programs are also available.

## **Target Group**

The CPIM has been organised into two parts modules, each focusing on key areas of study that are integral to an understanding and mastery of planning, production and inventory management principles.

The first module is intended for practitioners in the manufacturing and retail industries and offers an in depth insight into the planning, production, inventory and distribution management arena. It is beneficial for production managers, production planners, material/stores managers, engineers, purchasing staff, production supervision, accounting or any functional area of a manufacturing or distribution organisation intending to formalise their knowledge.

CPIM offers in-depth education for individuals in the operations management profession who wish to improve their knowledge of production and inventory management.

## **Why you should earn the CPIM designation/Benefits of the CPIM programme**

- Increase your salary - on average designees see a 10% increase
- Improve your hiring potential by 65%
- Maximize ROI on systems and technologies
- Reduce your organization's costs
- Provide more value to your organization
- Understand how to increase customer satisfaction
- Enhance your credibility among peers, employers and customers
- Increase your functional knowledge of production and inventory management
- Improve efficiency of your organisations supply chain
- Streamline operations through accurate forecasting
- Predict outcomes more accurately
- Increase profitability by optimising your organisations inventory investment

## **CPIM strengthens businesses**

- It establishes common terminology, processes and frameworks across the organization.
- It provides your team with the knowledge and organizational skills to strategically streamline operations.
- It promotes interaction with existing resources and ERP software to increase efficiencies.
- It improves workforce productivity, collaboration and innovation.
- It establishes consistency through best practices and organization-wide communication.

## Benefits of group training

**Speed** – Group training allows an organization to train teams quickly, during the hours of the day and time of year that works best.

**Flexibility** – On site, online and self-study course delivery enables organizations to select the best program design for employee success.

**Customization** – In-house training helps attendees understand production and inventory strategies within the unique context of your business.

**Group competency and relationship building** – Taking your team through training together drives consistent learning, cross-functional thinking and collaboration.

**Cost** – Group training can dramatically reduce travel costs, lost work time, and training cost per employee. Typically group training is 30% to 50% less than sending employees to public training.

## CPIM education areas of emphasis

• Demand management	• Master scheduling
• Procurement management	• Performance measurement
• Supplier planning	• Supplier relationships
• Material requirements planning	• Quality control
• Capacity planning	• Continuous improvement
• Sales and operations planning	

## The course

To earn APICS CPIM designation, employees must successfully complete two process-oriented courses and two exams within a three year (36 months) period

### APICS CPIM Part 1

#### Module 1: Supply Chain Overview

- A: Operational Objectives to Meet Competitive Priorities
- B: Marketing Strategies
- C: Fundamentals of Sales and Operations Planning
- D: Manufacturing Strategies
- E: KPIs and Metrics
- F: Sustainable and Socially Responsible Supply Chains

#### Module 2: Fundamentals of Demand Management

- A: Creating a Product Road Map
- B: Product Development
- C: Characteristics of Demand
- D: Forecasting

Marieta Glas Consulting & Training CC. Address: 222 Petunia Street, Doornpoort, 0186.

Telephone: +27 (0) 82 553 8888, E-mail: [marieta@marietglas.co.za](mailto:marieta@marietglas.co.za),

Registration No. 2008 / 262245 / 23

## **Module 3: Plan Supply**

- A: Master Production Schedule
- B: Material Requirements Planning
- C: Capacity Requirements Planning
- D: Final Assembly Scheduling
- E: Closing the Loop

## **Module 4: Execute Supply Plan**

- A: Buy
- B: Make

## **Module 5: Inventory Management**

- A: Inventory Investment and Days of Supply
- B: Safety Stock
- C: Item Segmentation
- D: Order Quantity and Item Replenishment
- E: Tracking Inventory through Supply Chain
- F: Basics of Reverse Logistics
- G: Inventory Accuracy Audits
- H: Addressing Inventory Loss
- I: Planning and Managing Distribution Inventory

## **Module 6: Continuous Improvement/Quality Management and Technologies**

- A: Continuous Improvement
- B: Information, Process, and Emerging Technologies

## **CPIM Part 2**

### **Module 1: Strategy**

- A: The Environment and Strategy
- B: Strategic Scope
- C: Strategic Objectives
- D: Developing Organizational Strategy
- E: Executing and Monitoring Strategy
- F: Analysis for Functional and Operational Strategies
- G: Functional and Operational Strategies
- H: Processes and Layouts
- I: Performance Monitoring and KPIs
- J: Risk Management
- K: Capital Equipment and Facilities
- L: Sustainability Strategies

## **Module 2: Sales and Operations Planning**

- A: Purpose of S&OP
- B: S&OP Roles and Process
- C: Aggregate Demand and Supply Plans
- D: Reconciling S&OP Plans

## **Module 3: Demand**

- A: Demand Management
- B: Customers
- C: Marketing and Product Management
- D: Sources of Demand
- E: Forecasting
- F: Forecast Performance

## **Module 4: Supply**

- A: Creating the Master Schedule
- B: Using and Maintaining the Master Schedule
- C: Rough-Cut Capacity Planning
- D: MRP Design
- E: Using and Managing MRP
- F: CRP and MRP-Based Scheduling
- G: Final Assembly Schedule
- H: Suppliers
- I: Purchasing
- J: Product Costing
- K: Changes and Supply Disruptions
- L: Product Life Cycle Management

## **Module 5: Inventory**

- A: Inventory Planning
- B: Inventory Management
- C: Inventory Costs, Value, and Metrics
- D: Inventory Control
- E: Waste Hierarchy and Reverse Logistics

## **Module 6: Detailed Schedules**

- A: Planning Detailed Schedules
- B: Scheduling and PAC Methods
- C: Production Schedules
- D: Using Detailed Schedules

## **Module 7: Distribution**

- A: Planning Distribution
- B: Replenishment and Order Management
- C: Reverse Logistics in Distribution Network

## **Module 8: Quality, Continuous Improvement and Technology**

- A: Quality
- B: Continuous Improvement
- C: Technology

### **Duration**

Instructor-led courses are

4 full days for Part 1

7 full days for Part 2

### **Methods of delivery**

This course could be delivered in the following ways:

- Instructor led, by an APICS-recognized instructor in public classes, online via Microsoft Teams. There are 3 cohorts for each Part, per annum
- In-house – at the company's premises, instructor led at agreed days and times. A minimum number of learners would be required
- Self-study
- Should you struggle to cope with the self-study option, you do have the option to pay the tuition fee and attend the classes, with your current material.

### **Eligibility**

No formal eligibility is needed but it would be an advantage if you did complete a program in Supply Chain management. Examples are:

- PPIM (Principles of Production & Inventory Management) or
- One or more of the APICS Principle series courses
- Similar industry qualifications or experience

## Exams and Assessments

An APICS international examination, which assesses you by a series of multiple-choice questions. The exams are Computer Based only. All APICS certification exams will be done on demand. Students can book any date and time throughout the year to take the exam. You will only be able to schedule your exam once you have paid the examination fee and received the Authority to Test (ATT) email from APICS. The exam scores are based on scaled scores. Time allowed to complete the CPIM exam is 3.5 hours for each exam

## Maintenance

In order to keep your CPIM designation you are required to maintain it. Certification maintenance cycles run in five-year intervals, commencing from the date of initial certification and ending the last day of the month that initial certificate was received (5 years later). The link to the Certification Maintenance is <https://www.ascm.org/learning-development/certifications-credentials/certification-maintenance/>

Marieta Glas

CPIM, CPF, CSCP, CSCA, CISCM, CIPN

Marieta Glas Consulting & Training

Cell 082 553 8888

e-mail [marieta@marietglas.co.za](mailto:marieta@marietglas.co.za)

Website [www.marietglas.co.za](http://www.marietglas.co.za)



Marieta Glas Consulting & Training CC. Address: 222 Petunia Street, Doornpoort, 0186.

Telephone: +27 (0) 82 553 8888, E-mail: [marieta@marietglas.co.za](mailto:marieta@marietglas.co.za),

Registration No. 2008 / 262245 / 23