

# EXPAND YOUR PROFESSIONAL CREDENTIALS WITH THE APICS CPIM DESIGNATION

## APICS CERTIFIED IN PRODUCTION AND INVENTORY MANAGEMENT (CPIM)

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**Incorporate the APICS CPIM into your career plan to expand your professional credentials and earning potential.**

# EARN THE APICS CPIM DESIGNATION

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In an increasingly challenging global environment, operations and supply chain professionals must consistently update their skills and knowledge to stay competitive and to thrive.

Distinguish yourself and enhance your marketability by earning an internationally recognized APICS (Certified in Production and Inventory Management) CPIM designation. Join more than 90,000 operations management professionals who have earned the highly respected APICS CPIM and

- > Improve your professional profile in a competitive job market and economy
- > Gain specialized knowledge, skills, and credentials to enhance your resume
- > Increase your value to your employer and your ability to secure employment.

Now is the time to refresh your existing skills and learn new ones. Invest in your career education, and you'll reap the rewards immediately.

## The Value of APICS Certification

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APICS The Association for Operations Management is the leader in membership, certification, and education programs for operations and supply chain management professionals. APICS certification programs are recognized worldwide as the standard of professional excellence in operations management. By defining industry terminology, practices, and knowledge, APICS certifications improve the performance of individuals and organizations.

APICS certification enables you to gain

- > **Leadership:** expertise that leads to greater confidence, recognition, and professional success
- > **Recognition:** satisfaction of achieving the most respected designations in the industry
- > **Knowledge:** understanding of how to positively affect bottom-line profitability.

For more information about APICS certification, visit the Certification section of [apics.org/certification](https://apics.org/certification) or call an APICS Customer Support associate at (800) 444-2742 or (773) 867-1777.



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

# MAXIMIZE YOUR PERFORMANCE

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The APICS CPIM program 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 employers worldwide.

Since 1973, the APICS CPIM program has educated more than 90,000 professionals 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.

## APICS CPIM Program Benefits

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- › Increase your functional knowledge of production and inventory management
- › Improve efficiency of your organization's supply chain
- › Streamline operations through accurate forecasting
- › Predict outcomes more accurately
- › Maximize ROI on systems and technologies
- › Increase profitability by optimizing your organization's inventory investment
- › Enhance your credibility among peers, employers, and customers
- › Understand the various functions within a company (such as purchasing, planning, finance, engineering etc) that are linked by the ERP system.

**According to a recent purchasing.com survey, professionals with APICS certifications earn an average of 9 percent more than their counterparts.**

*"In our global Supply Chain HR Development Framework, we have designated APICS CPIM as our educational standard for supply chain management. This certification enables us to build a common understanding of supply chain processes and terminology within the supply chain community."*

**Alan L. Milliken CFPIM CIRM CSCP  
CPF Business Process Education  
Manager BASF Corporation**



# THE APICS CPIM MODULES



The APICS CPIM program has been organized into five modules, each focusing on key areas of study that are integral to an understanding and mastery of production and inventory management principles. Candidates must pass an exam for each of the modules to successfully complete the APICS CPIM program.

## ► **Basics of Supply Chain Management** Entry Module

The basic concepts in managing the complete flow of materials in a supply chain from suppliers to customers are covered in the Basics module. Supply chain concepts are introduced and standard terminology emphasized, as are relationships among activities in the supply chain. Knowledge of the material in this module is assumed as a prerequisite for the other APICS CPIM modules, which cover related topics in greater depth.

## ► **Master Planning of Resources** Core Competency Module

The topics of demand management, sales and operations planning, and master scheduling are thoroughly examined in this module. Both supply and demand planning for mid- to long-term independent demand are discussed. Priority planning and capacity planning issues also are addressed.

## ► **Detailed Scheduling and Planning** Core Competency Module

Completely Updated for 2010. This course focuses on inventory management, material and capacity scheduling and planning, supplier relationships, and the influence of lean/JIT philosophies in these areas. It explains the use of a material dominated scheduling technique, material requirements planning, in job shop, batch, and certain repetitive processes. The course explains capacity planning in detail, introduces other capacity-planning techniques such as processor-dominated scheduling in continuous flow processes, and reviews project management techniques.

## ► **Execution and Control of Operations** Core Competency Module

The principles, approaches, and techniques needed to schedule, control, measure, and evaluate the effectiveness of production operations are covered in this module. A broad range of production operations are reviewed including project, batch, line, continuous, and remanufacturing environments.

## ► **Strategic Management of Resources** Capstone Module

Completely Updated for 2010. In this course, participants explore the relationship between strategic planning and the management and execution of operations. The course fosters higher-level thinking about how market requirements and social and economic sustainability drive the operations, processes, and resource requirements of businesses. The course addresses three main topics: understanding the business environment, developing the operations strategy, and implementing the operations strategy.

# CUSTOMIZE YOUR PATH TO EARNING THE APICS CPIM

Whether you are beginning your career in operations or supply chain management or you are an experienced professional in the field, the APICS CPIM program is designed to meet the needs of working adults. Flexible educational options make it easier to pursue your certification while working full time, so you can immediately benefit from the knowledge gained through the program.

Personalize your APICS CPIM curriculum. Match these methods to your individual learning style.

## APICS CPIM Study Options

### ► APICS CPIM Review Courses

Take advantage of review classes in your local area and learn valuable techniques to become a leader in your field. Experienced instructors will lead you through interactive discussions, case studies, and strategic problem-solving exercises to help you prepare for your next certification exam.

### ► Online APICS CPIM Review Courses

Prepare for exams from the convenience of your home in an instructor-led or independent-study online format. If a demanding schedule makes moving forward with your APICS CPIM a challenge, online APICS CPIM review courses may be the perfect solution.

### ► APICS CPIM Self-Study

Extensive self-study resources will help you uncover testing insights, improve your performance, and strengthen your knowledge base. Visit [apics.org/education](https://apics.org/education) or read on for more information on self study.

### Maintaining Your Credentials

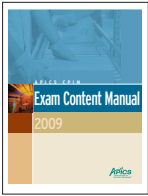
The APICS Certification Maintenance program has been developed to keep APICS CPIM designees at the top of their game. The program incorporates a variety of professional development opportunities for APICS certification designees to keep their skills up to date. For complete Certification Maintenance program information, contact APICS Customer Support at (800) 444-2742 or (773) 867-1777 or visit [apics.org/certification/maintenance](https://apics.org/certification/maintenance).

**Get Started Today. Visit [apics.org/cpim](https://apics.org/cpim) to learn about online courses, local certification review classes, study materials, and exam information.**

# APICS CPIM SELF-STUDY RESOURCES

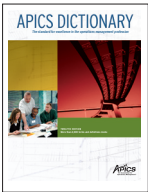
APICS has the best educational resources available to help you build your knowledge of industry practices and to support your certification exam preparation.

## ▶ CPIM Exam Content Manual



The CPIM Exam Content Manual provides an overview of each module, an outline of its body of knowledge, and references. Each outline is divided into major topic areas, and the relative emphasis of each of the topics is indicated by a percentage figure. A list of key terminology for each area is included, along with illustrative questions for each module. **(Stock # 09051V2010)**

## ▶ APICS Dictionary



APICS Dictionary is a primary reference for all five APICS CPIM Modules and the standard for defining terms used in the operations management field. **(Stock # 01107V2010)**

## ▶ CPIM Practice Questions Booklet and CD



Practice questions offer candidates the opportunity to answer questions similar to those that may be found on the exam. This booklet and CD contain practice questions, answer keys, and a list of text references for additional study. Available as a series and for each module.

## ▶ Operations Management Body of Knowledge Framework (OMBOK)



The OMBOK defines the scope of the operations management field and positions the APICS vast body of knowledge to help you understand the foundation of your profession. OMBOK is a dynamic resource for understanding the state of operations management today and gives a framework that will evolve to reflect change in the profession. The electronic version is FREE to APICS members. **(Stock # 01107)**

## ▶ MGI Home Study Course

These home-study correspondence courses provide you with a solid, professional-level understanding of the operations management field. The courses are designed to help you develop your knowledge and skills in the essential areas of materials management and integrated resource management. Each APICS home-study course requires approximately 25 to 30 hours to complete. Available as a series and for each module.

## ▶ CPIM Study Notes

Study notes are concise and detailed in an easy-to-understand, conversational format. Author Brian Willcox, CFPIM, CIRM, CSCP, draws on more than 30 years of practical experience in materials management to present information in an easy-to-understand, conversational format. Available as a series and for each module.

## ▶ Datachem Study Aids

APICS offers an electronic study aid that has helped thousands of professionals achieve certification. Designed by Datachem Software, Inc., these products can help you prepare for certification exams with practice questions and answers and technical explanations of production and inventory management topics. Available as a series and for each module.

## NEW! APICS Strategic Management of Resources References Sourcebook

The SMR References Sourcebook effectively presents a varied amount of resource information in a convenient, accessible format. All primary references for the SMR module plus all technical papers have been compiled into one text. It enables candidates to prepare for the exam without having to purchase or locate multiple texts and resources. **(Stock # 03989)**

### Save nearly \$200 on the SMR Primary References!

Purchasing the primary references for SMR separately would cost APICS members \$428 and \$535 for nonmembers, but the new custom text **(stock # 03989)** will be priced at **\$250/APICS member, \$280/nonmember.**



## THE BENEFITS OF THE APICS CPIM FOR ORGANIZATIONS

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APICS CPIM designees help to streamline operations by using the knowledge and skills that they receive in the CPIM program to reduce inventory levels, improve planning and scheduling of forecasts and orders, and better align the supply chain.

With the APICS CPIM, your employees will have

- › the proven knowledge and organizational skills to strategically streamline operations
- › the tools to effectively manage global supply chain activities where suppliers, plants, distributors and customers are located around the world
- › the ability to interact with existing resources and your ERP system to increase the efficiency of the workplace
- › the skills to create consistency and foster collaboration through best practices, common terminology, and corporate-wide communication
- › the knowledge to apply principles ERP software is based upon, including lessons covering various functions within a company (for example, purchasing, planning, finance, engineering).

Companies that support their employees' pursuit of the APICS CPIM designation have employees who are prepared, knowledgeable, and able to contribute to a successful bottom line. Employee training increases employee loyalty as it builds their skills and abilities. Encourage your employees to participate in APICS certification programs; they will become more confident and efficient and you'll see improvements in productivity, and cost savings. Plus your organization will take a leap forward in achieving an advantage in this competitive marketplace.

## THE BENEFITS OF THE APICS CPIM FOR INDIVIDUALS

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### Accelerated Career Development and Better Employment Opportunities

A great way to boost your career potential is to separate yourself from your coworkers and get certified. Earning an APICS CPIM demonstrates your skills and knowledge to employers and colleagues.

### Potential for Higher Salaries and Job Satisfaction

With the APICS CPIM you can obtain a higher salary and enjoy greater job security. APICS CPIM designees earn higher salaries and status within their organizations and rate their personal job satisfaction higher.

### Recognition within the Industry

The APICS CPIM gives customers, peers, and employers confidence in their abilities, which can lead to new business, a promotion, career opportunities, and increased salary.