Professional Certifications Discussion

Professional Certifications - What are they, how will they benefit me, and how do I get them?

Friday, January 26th - 12:00pm to 1:00pm
BLB 080

RSVP NOW!

Speaker(s)

Vince Mozik, CPIM, CSCP, PMP, MBA
Planning Manager - Defense Programs, Aviall, A Boeing Company

Vince Mozik is an APICS Associate Instructor for CPIM, CSCP, Lean, Global Sourcing, and Principles. He holds over 14 years of Fortune 500 supply chain experience across 5 industries ranging from the petroleum, automotive, industrial, electronics and aerospace sectors. Currently Vince is a Planning Manager at Aviall Services, Inc., a wholly owned subsidiary of The Boeing Company. He holds an MBA from the University of Detroit Mercy and BBA from Western Michigan University in Supply Chain.

Quick Intro – Vince Mozik

Current Role

- **Planning Manager - Aviall Services, Inc.**
- **Board Member and Instructor - APICS**

Education

Past Employers +15 years of supply chain experience

Agenda

- Premise
- Why
- What
- How
- Study Tricks
- Questions

Premise

DEVELOPING EMPLOYEES

Managers Aren't Doing Enough to Train Employees for the Future

by David W. Ballard

NOVEMBER 14, 2017

SUMMARY   SAVE   SHARE   2 COMMENT   H TEXT SIZE   PRINT $8.95 BUY COPIES

KEYSTONE FRANCE/GETTY IMAGES

"For employees who lack supervisor support and encouragement for career development, only 15% say they their employer is providing them with opportunities to develop the technical skills they will need in the future" - David Ballard

https://hbr.org/2017/11/managers-arent-doing-enough-to-train-employees-for-the-future

ROI of Certs? IndustryStar Interview 2016

How have certificates helped you as a supply chain professional?

- Education gained from certifications have shortened the learning curve
- Enabled ability to solve complex supply chain issues

How have certifications helped you?

- Advanced critical thinking skills
- Fueled a personal continued focus towards the journey of best practices
- Sparked a process improvement mindset
- Courage to challenge business practices

Do you recommend companies put in place a certification training program?

"SCM is evolving and becoming more multifaceted, specialized knowledge gained from certifications will naturally become more vital for firms to stay competitive in today's global business environment."

IndustryStar
SOLUTIONS   SERVICES   SOFTWARE

5 Supply Chain Certifications Every Professional Needs

Strategy   Aug 5, 2016

There are many certifications available for supply chain professionals looking to acquire the skill sets to address the complex supply challenges of today. Certifications also provide added credentials that can allow professionals to advance at their current companies or become more attractive candidates in the job market. We recently sat down with Vince Mozik, Supply Chain Project Manager at Aviall (a Boeing Company) who holds PMI – PMP, APICS – CPIM, and APICS – CSCP certifications to get his thoughts on attaining certifications and what value certifications

Global Certifications

APICS is the association for supply chain management.

We're the leading provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience. Become a member to expand your knowledge and advance your career.

Founded in 1969, PMI delivers value for more than 2.9 million professionals working in nearly every country in the world through global advocacy, collaboration, education and research.

We advance careers, improve organizational success and further mature the profession of project management through our globally recognized standards, certifications, resources, tools, academic research, publications, professional development courses and networking opportunities.

Global Leader in quality and consists of a community of passionate people whom use their tools, ideas, and expertise to make our world better

PMP – Gold Standard

- PMP - Project Management Professional
- 1 exam and 40 hours of class room and experienced required
- Gold Standard of Project Mgmt
- Over 750K certified across the globe
- 20% Higher salaries + 1/3 certified
- Local large chapter in Dallas
- New mandate for Gov't Programs

The new Agile methodology is gaining increased acceptance given impact to customer value and vast majority of IT projects

KNOW WHERE YOU ARE GOING.

Supply chain excellence is a journey. Implement with APICS.

Standardized metrics	**PERFORMANCE**	**ORGANIZATION**	Supply chain maturity
Best-in-class benchmarks	Implementations that drive business value	Strategy that defines the path	Physical network design
Proven roadmap			Technology and tools
Predictable financial results			**Shareholder value**

APICS

Innovative supply chain thinking	**PEOPLE**	**PROCESS**	Enterprise process management
Process expertise for top talent	Performance-driven learning	Global standard for supply chain management	Technology optimization
Enterprise learning			Product lifecycle management
Improved metric performance			**Advanced analytics**

APICS Certification Demographic

Who needs training?   Which roles/titles?

• Production Management	• Strategic Sourcing
• Inventory Management	• Procurement
• Operations Management	• Purchasing / Buyer
• Supply Chain Management	• Materials Management
• Supply Chain Network Design	• Warehousing
• Forecasting	• Distribution/Transportation/Logistics
• Demand Planning	• Customer Service
• S&OP	• Center of Excellence
• Master Scheduling	• Finance / Cost Accounting
• Supply Planning	• Manufacturing Information Systems

How do we get all of these people to...
- understand this integrated process?
- speak a common language?
- contribute toward KPI improvement?

Applicable to the Total Value Stream

APICS Corporate Enterprise Solutions

SUPPLY CHAIN MANAGEMENT					
Plan	Source	Make	Deliver	Return	Enable

Comprehensive

Benchmarking

APICS Business Process Management Platform
(Available Q3 2016)

SCOR-P

CSCP

Targeted

CPIM	CLTD

Aligned with Business Maturity Journey

APICS and Gartner Approaches

APICS   Gartner

	Stage 1 Reacting	Stage 2 Anticipating	Stage 3 Integrating	Stage 4 Collaborating	Stage 5 Orchestrating
Organizational Performance Focus	Supply Chain Maturity Assessment				
	Single Internal Process	Internal Supply Chain Processes		Supplier-to-Customer or Supplier Single Instance	Supplier's Supplier to Customer's Customer
Individual Development Focus	CSCO Leadership Competencies				
	Principles Series	CPIM CLTD		CSCP	SCOR-P
	Functional and Enablers Maturity Assessment			X-Functional and Enablers Maturity Assessment	
Performance Benchmarks	Strategic Roadmaps, Best Practices and Case Studies				
	End-to-end Supply Chain Benchmarking				
	Skills Assessment	SCORmark Manufacturing, Distribution, and Retail		SCORmark Enterprise	Shareholder

APICS CPIM Designation

2016 PARTICIPANT WORKBOOK

BASICS OF SUPPLY CHAIN MANAGEMENT

Part 1 of 2
ECM and Sessions 1-5

CPIM

CERTIFIED IN PRODUCTION AND INVENTORY MANAGEMENT
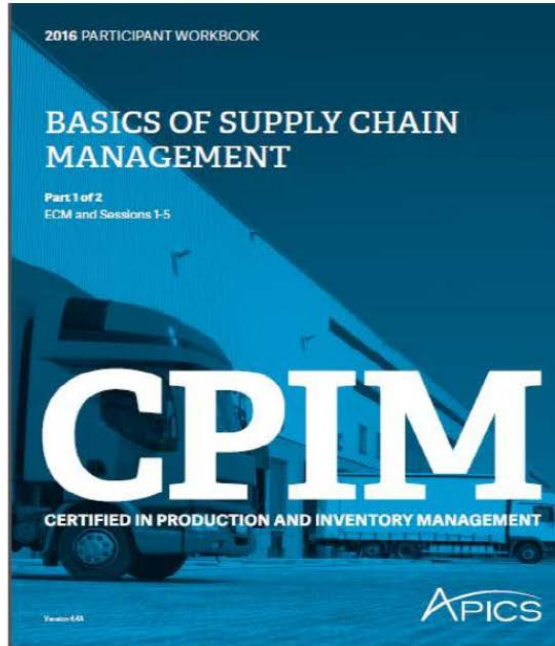
APICS

- **APICS Certified in Production & Inventory Management**
- Designation preferred by employers
- 104,000+ individuals certified
- 5 courses and 5 exams
- "Inside the 4 walls of your business"

Exam changed from 5 modules to 2 modules in 2018

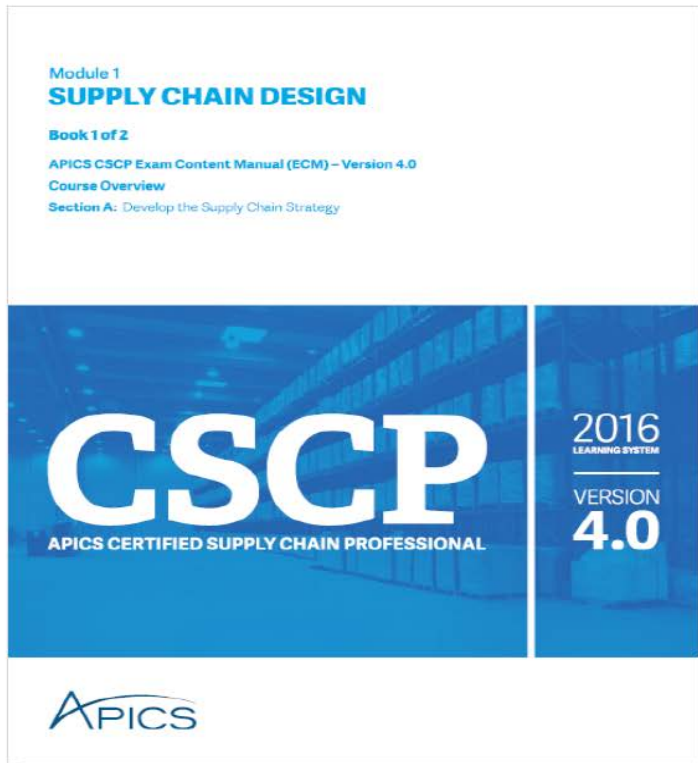| 1. Introduction to Supply Chain Management	2. Demand Management	3. Master Planning	4. Material Requirements Planning	5. Capacity Management and Production Activity Control
6. Aggregate Inventory Management	7. Item Inventory Management	8. Purchasing and Physical Distribution	9. Lean and Quality Systems	10. Theory of Constraints
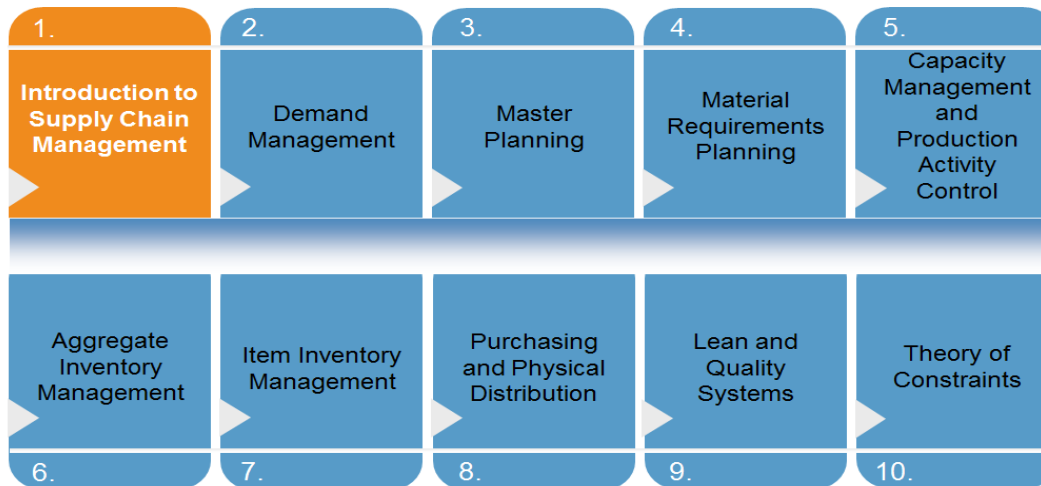
CPIM Part 1 Content

Why you should earn the CPIM designation

- 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
- Build your credibility and set yourself apart from peers

APICS CSCP Designation

Module 1
SUPPLY CHAIN DESIGN

Book 1 of 2

APICS CSCP Exam Content Manual (ECM) – Version 4.0
Course Overview
Section A: Develop the Supply Chain Strategy

CSCP

APICS CERTIFIED SUPPLY CHAIN PROFESSIONAL

2016
LEARNING SYSTEM

VERSION
4.0

APICS

- **APICS Certified Supply Chain Professional**

- Designation preferred by employers

- 20,000+ individuals certified

- 1 course & 1 exam

- "End-to-End Supply Chain"

- "From your supplier's supplier, through the operation, and on to your customer's customer"

- "Highest Level Curriculum"

Module 1: SCM – Overview, strategy, managing, improving, etc.
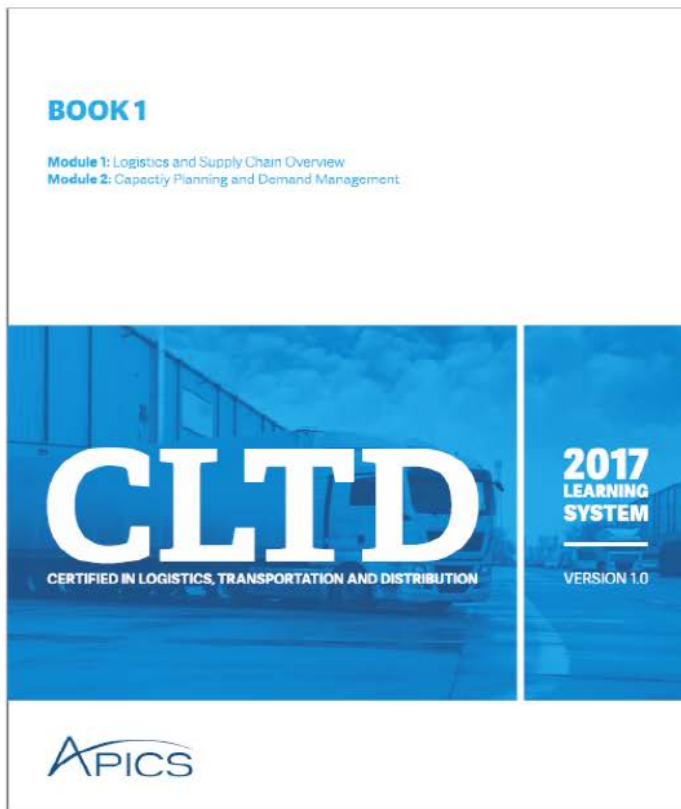**Module 2:** Demand planning, product design, logistics,
Module 3: Relationship Mgmt
Module 4: IT, ERP, e-Business etc.

Why you should earn the CSCP designation

- Increase your salary - on average designees see a 12% increase

- Improve your hiring potential by 65%

- Maximize your organization's ERP investments

- Effectively manage global end-to-end supply chain activities

- Understand how to increase customer satisfaction

- Increase your professional value and secure your future

APICS CLTD – New ! ! !

BOOK 1

Module 1: Logistics and Supply Chain Overview
Module 2: Capacity Planning and Demand Management

CLTD

CERTIFIED IN LOGISTICS, TRANSPORTATION AND DISTRIBUTION

2017 LEARNING SYSTEM

VERSION 1.0

APICS

APICS Certified in Logistics, Distribution & Transpiration

- Sets the global standard for best practices in Logistics

- 1 course and 1 exam

- "Logistics/Distribution/Transportation"

- "Available Now"

Why you should earn the CLTD designation

- Gain recognition in the field as a logistics expert

- Build credibility and set yourself apart from peers

- Learn latest trends in global supply chain logistics

- Impact your organization's bottom line

- Demonstrate logistics mastery of knowledge

SCOR-P Professional Endorsement
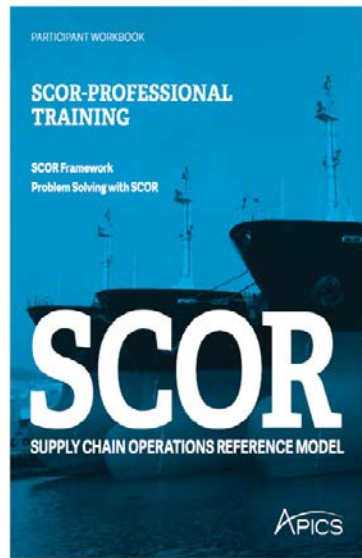
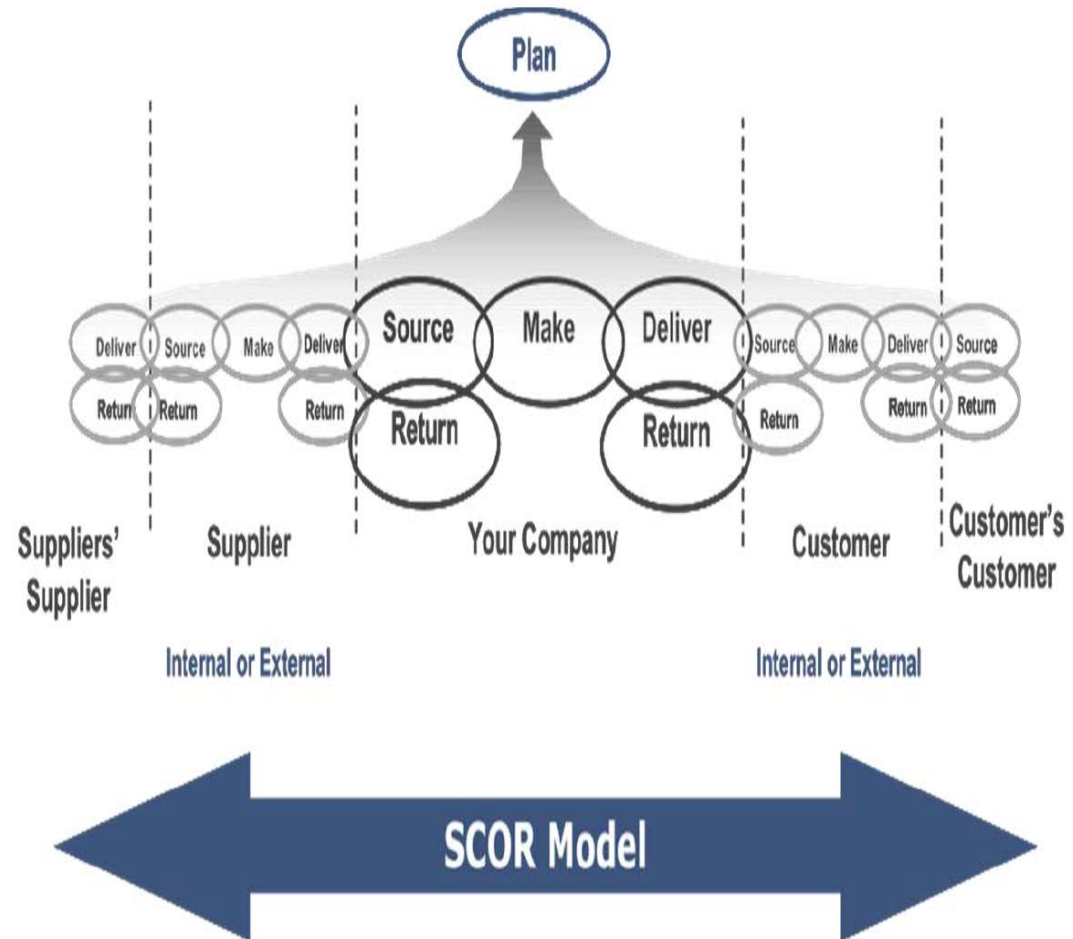**APICS Supply Chain Operations Reference – Professional Endorsement**

- Introduction to SCOR model
- Practical application & exercises
- 3-day workshop and 1 exam
- "Designed for the cross functional teams that will lead supply chain assessments & transformation"

PARTICIPANT WORKBOOK

SCOR-PROFESSIONAL TRAINING

SCOR Framework
Problem Solving with SCOR

SCOR

SUPPLY CHAIN OPERATIONS REFERENCE MODEL

APICS

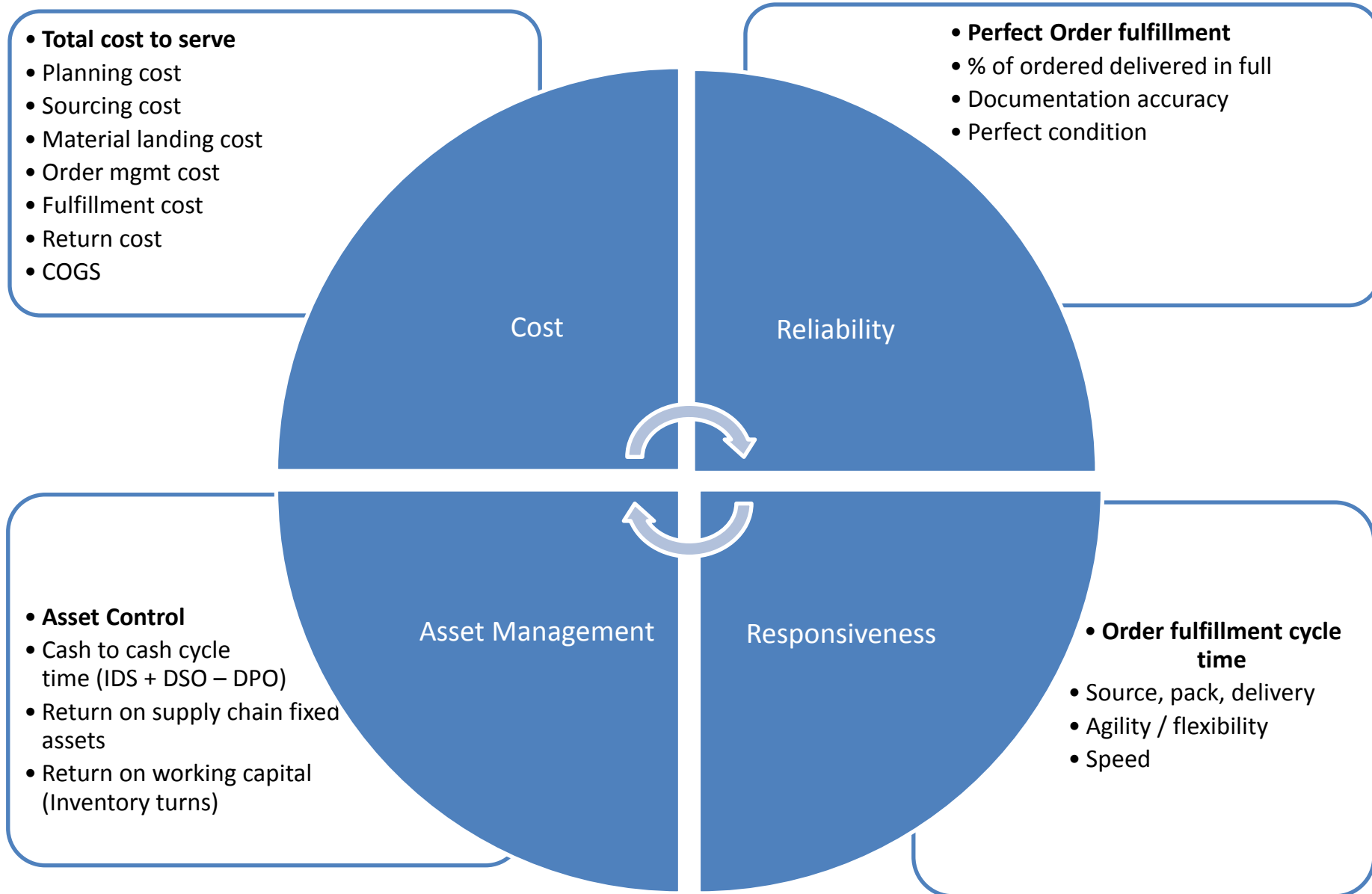## Drive value. Build leaders with the SCOR-P program.

- Establishes in-depth knowledge of the **SCOR model** and methods
- Provides real-world techniques for tackling strategic supply chain issues
- Provides a practical method for evaluating the effectiveness of each course

SCOR-P endorsement is a credential that demonstrates a commitment to your career and an investment in yourself. By building on your SCOR knowledge, you will dramatically increase your rate of supply chain improvement and performance.

The SCOR® Model

SCOR Model

Cost

- **Total cost to serve**
- Planning cost
- Sourcing cost
- Material landing cost
- Order mgmt cost
- Fulfillment cost
- Return cost
- COGS

Reliability

- **Perfect Order fulfillment**
- % of ordered delivered in full
- Documentation accuracy
- Perfect condition

Asset Management

- **Asset Control**
- Cash to cash cycle time (IDS + DSO – DPO)
- Return on supply chain fixed assets
- Return on working capital (Inventory turns)

Responsiveness

- **Order fulfillment cycle time**
- Source, pack, delivery
- Agility / flexibility
- Speed

Next Steps and Study Tips

- Step 1 – Enroll in APICS, PMI, ASQ Memberships
- Step 2 – Engage with local chapters, learn from professions, ask questions
- Read body of knowledge multiple times, write down vocab, explain content

Benefits -
- Completing any certification will empower you
- It will enable you to better understand IT gaps
- Various business challenges are based on

content in PMI, ASQ, and APICS, content
- Certification will label you as an accredited

professional with credibility

Closing

Thank you for your time and attention

Feel free to connect on LinkedIn and via email
Vince.mozik@gmail.com

APICS North Texas
http://ntxapics.org/index.php

PMI Dallas Chapter
http://pmidallas.org/index.php

ASQ Dallas Chapter
http://asqdallas.org/

Background

APICS

APICS Certification and Endorsement Comparison Chart

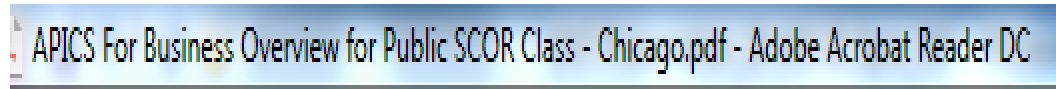| Designation Name	CPIM	CSCP	CLTD	SCOR-P
Designation Type	Certification	Certification	Certification	Endorsement
Reach	Global	Global	Global	Global
Member discount	Yes	Yes	Yes	Yes
Program Overview	Provides candidates with the ability to understand and evaluate production and inventory activities within a company's global operations.	Helps candidates demonstrate their knowledge and organizational skills for developing more streamlined operations across the extended supply chain.	Provides candidate with the ability to understand and evaluate logistic, transportation and distribution activities within a company's global operations.	Enables candidates to learn techniques for managing and measuring the performance of a global supply chain utilizing the Supply Chain Operations Reference (SCOR) model.
Area of content	CPIM focuses on the mastery of an organization's internal operations and provides an in-depth understanding of materials management, master scheduling, forecasting, production planning and provides the knowledge to apply this information across the extended supply chain.	CSCP focuses on the mastery of the extended supply chain, from organizations' suppliers through to the end customers. The CSCP designation validates professional understanding of supply chain management and the integration of operations across the extended supply chain.	CLTD focuses on the mastery of the essential knowledge needed for the logistics, transportation and distribution industry. The CLTD designation expands candidates outlook on the logistics field and enables them to bring new ideas to their organization.	Candidates learn the major process components (Plan, Make, Source, Deliver, Return and Enable) for managing and measuring the performance of a global supply chain by implementing the Supply Chain Operations Reference (SCOR) model.
Eligibility Application	No	Yes	Yes	No
Candidate qualifications	▪No college degree is required	Candidates **must have:** ▪3 years of related business experience or ▪Bachelor's degree or the international equivalent, or ▪Hold one of the following designations: CPIM, CTL, CLTD, CFPIM, CIRM, SCOR-P, CPM, CSM or CPSM	Candidates **must have:** ▪3 years of related business experience or ▪Bachelor's degree or the international equivalent, or ▪Hold one of the following designations: CPIM, CTL, CSCP, CFPIM, CIRM, SCOR-P, CPM, CSM or CPSM	▪Candidates are recommended to have five years of working experience in a supply chain ▪SCOR-Professional training is recommended but not required

APICS

APICS Certification and Endorsement Comparison Chart

Designation Name	CPIM	CSCP	CLTD	SCOR-P
Supply Chain operations areas most suited for designation	• Production and inventory management • Operations • Supply chain management • Procurement • Materials management • Purchasing • Planning	• Supply chain design • Supplier management • Transportation • Supply chain management • Distribution channels • 3PL, 4PL • Customer management	• Logistics Services • Transportation • Government & Military • Distribution channels • Consulting • 3PL, 4PL	• Production management • Operations • Supply chain management • Procurement • Materials management • Inventory management
Supply Chain professional titles	• Supply chain manager • Buyers or planners • Materials manager • Production planner • Consultant • Business analyst	• Supply chain manager • Consultant, senior consultant • Supply chain project manager • Materials manager • Supply chain analyst • Business analyst • Logistics manager • Operations manager • Buyer, purchasing manager	• Supply chain manager • Consultant, senior consultant • Supply chain specialist • Supply chain performance analyst • Procurement professional • Business operations • Logistics manager • Distribution manager • Operations manager • Warehouse manager	• Supply chain manager • Supply chain project manager • Materials manager • Logistics manager • Operations manager
Company benefit	The CPIM program provides employees with the understanding to evaluate production and inventory activities within an organization's global operations by improving efficiency, maximizing technology ROI and streamlining operations to address challenges and opportunities.	The CSCP program helps employees master advanced supply chain management principles that extend beyond an organizations internal end-to-end operations from suppliers to customers. It provides a higher-level of knowledge and skills needed to streamline operations and produce bottom line results.	The CLTD program provides employees with the understanding to evaluate logistic, transportation and distribution activities within an organization's global operations by improving efficiency, maximizing technology ROI and streamlining operations to address today's supply chain logistics challenges.	The SCOR Professional program provides employees with the major process components of the SCOR framework (Plan, Make, Source, Deliver, Return and Enable) which helps companies to increase the speed of system implementations, improve inventory turns and drive measurable supply chain process improvement and business performance.
Candidate benefit	The CPIM program increases a candidate's functional knowledge of production and inventory management by providing them with the tools they need to effectively evaluate and manage activities.	The CSCP program provides candidates with the necessary tools to effectively manage global supply chain activities and enables them to implement best practice approaches to increase supply chain efficiencies.	The CLTD program provides candidates with the essential knowledge needed for today's logistic, transportation and distribution challenges and enables them to implement best practice approaches to increase logistic efficiencies.	The SCOR-P program builds a candidates SCOR knowledge so they will be able to manage supply chain projects with more predicable outcomes, improve supply chain performance and build team credibility with senior management and other departments.

Credits

- APICS website (below)
- Some APICS visual from slides from D. Longo in SCOR training

http://www.apics.org/

APICS For Business Overview for Public SCOR Class - Chicago.pdf - Adobe Acrobat Reader DC

PMI
https://www.pmi.org/

ASQ
https://asq.org/

IndustryStar Interview (slide 5)
http://www.industrystarsolutions.com/blog/2016/08/5-supply-chain-certifications-every-professional-needs/