



APICS Certified Supply Chain Professional™



The supply chain profession is advancing at an incredible pace. Are you keeping up?

From the manufacturing to the service industry, regardless of whether a company is serving business or consumer markets or is for profit or not-for-profit, the increasing role of supply chain management is happening in all organizations. Customers already expect good quality at low prices, and speed of delivery is becoming more important. As a result, effective supply chain management has become essential to successfully compete in today's global marketplace.

Take Your Supply Chain Career to a New Level

APICS brings you the first comprehensive educational program designed for operations and supply chain management professionals, the APICS Certified Supply Chain Professional (CSCP).

The APICS CSCP program takes a broad view of the field, extending beyond internal operations to encompass all the steps throughout the supply chain—from the supplier, through the company, to the end consumer—and how to effectively manage these activities to maximize a company's value chain.

The program provides professionals with the skill set necessary to understand and manage the integration and coordination of activities within today's increasingly complex supply chains. Individuals will learn how to design and develop a supply chain strategy that aligns with corporate strategy; understand how to manage supplier and customer relationships; recognize how logistics, technology, and data can enhance performance; and discover how to achieve the seamless integration of all processes to meet customer needs, reduce costs, and increase profits.





Benefits of CSCP

Through the CSCP program, you will gain

- Specialized skills that boost productivity, collaboration, and innovation
- Knowledge of how to positively affect lead times, inventory, productivity, and bottom-line profitability
- Increased knowledge to effectively and efficiently manage supply chain activities when you have suppliers, plants, distributors, and customers around the world
- Expertise that leads to greater confidence, recognition, and professional success
- Career advancement opportunities and increased earning potential.

Is CSCP Right for You?

The CSCP designation is for professionals in operations and supply chain management. This designation is **ideal for you** if you are

- Interested in more depth of knowledge and understanding in the areas of supplier and customer relations, international trade, the use of information technology to enable the supply chain, and physical logistics
- A professional who is consulting or teaching supply chain functions
- Working with enterprise resources planning (ERP) systems

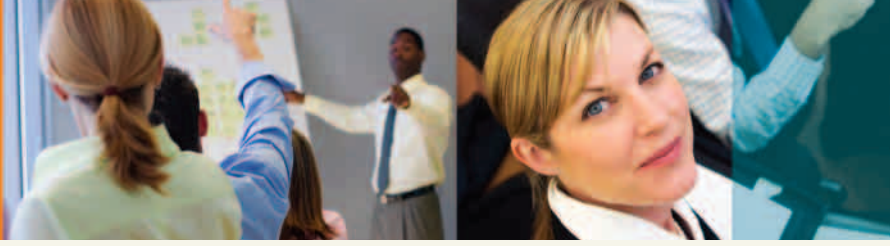
CSCP will help you advance your career while giving you the foundation to improve your company's competitive position and profitability.

Becoming a CSCP Candidate

APICS will begin accepting candidates for the CSCP examination in March 2006.

To be eligible for the CSCP exam, a candidate must meet **one** of the following criteria:

- Bachelor's degree or equivalent plus two years of related business experience
- CPIM, CFPIM, CIRM, or C.P.M. designation plus two years of related business experience
- Five years of related business experience



What will you learn?

The APICS CSCP program will equip you with the knowledge and skills demanded of supply chain leaders and help prepare you for the CSCP exam. To help you get started on your CSCP exam preparations, APICS has developed the CSCP Learning System. The program is organized into four learning modules:

Supply Chain Management Fundamentals

- Explore how successful supply chain management adds value to your organization
- Understand the supply chain management processes
- Develop a supply chain strategy that aligns with corporate strategy
- Assess and measure the effectiveness of supply chains
- Establish a continuous improvement process for supply chains
- Understand the importance of supply chain design and its continually evolving capabilities

Building Competitive Operations, Planning, and Logistics

- Understand natural dynamics within the supply chain to optimize performance and increase profitability
- Assess the value of demands and reduce complexity in demand planning
- Establish collaborations to replace or improve demand estimates
- Learn how to include supply chain factors in product designs
- Know the distribution and transportation options and how to align them with supply chain strategy
- Develop and implement plans for using 3PL and 4PL service providers
- Understand the increasing importance of reverse logistics
- Evaluate the process constraints and choices within global logistics to establish a plan linked to overall strategy

“Organizations today cannot achieve competitive success by having only excellent internal processes. Required is an understanding of all the processes, both within and outside of a given organization, involved in delivering an on-time, quality product or service to the end user.”

Robert Vokurka, Ph.D., CFPIM, CIRM

Managing Customer and Supplier Relationships

- Categorize customers based on their profiles and needs
- Understand customer loyalty and lifetime value of a customer
- Establish measures of customer satisfaction
- Understand the strategic importance of purchasing and supplier relationships
- Establish a supplier rating system
- Effectively use customer data to improve service performance and increase value to suppliers and customers

Using Information Technology to Enable Supply Chain Management

- Understand the role of data and information technology in the supply chain
- Learn how technology-enabled supply chains contribute to business strategies and operating plans
- Demystify the IT infrastructure as it relates to the comprehensive set of supply chain management systems
- Understand the innovative technologies enabling collaborative commerce and global visibility
- Apply technology to enhance distribution, reverse logistics, and global supply chain communications



APICS CSCP Learning System

The CSCP Learning System is a comprehensive professional development and exam preparation program. It combines print materials with online components to deliver a customized learning experience.

Learning System Components

Comprehensive Print Materials

- Four easy-to-understand modules with more than 800 pages of content covering the entire CSCP body of knowledge
- Progress check questions at the end of each section to ensure you understand the concepts



Interactive Online Review and Practice Testing

- A **practice test bank** of more than 600 multiple-choice questions
- A **pre-test** to determine your initial strengths and weaknesses and help you create a customized study plan based on your individual needs
- Timed **module-specific tests** with immediate feedback, answer rationales, and reference to the relevant sections in the text so you can review trouble areas
- A timed **post-test** to determine your progress and readiness for the exam
- An **online progress report** revealing what you've completed to date and how well you scored
- **e-Flashcards** to test your knowledge of relevant terms and definitions
- An **online glossary** for quick reference to terms

Upon successful completion of the CSCP Learning System, you will earn 30 certification maintenance points toward maintaining your CPIM or CFPIM credentials.

To find out more, or to try a free demo, visit www.apics.org/CSCP.

Choose the learning format that's right for you

The comprehensive, easy-to-use course is self-directed but can be combined with curriculum delivered through live instruction for those who prefer a classroom approach to learning.

Self-Directed Option

This format gives you the freedom to study where and when it's convenient for you—at home, at work, or on business trips.

To order, complete the form attached to this brochure, visit www.apics.org/CSCP, or call CSCP Customer Support at (888) 266-9079.

Instructor-Led Option

Available in the first quarter of 2006, this format will provide you with the leadership of a qualified instructor, collaboration with your peers, and a set schedule to keep you on track.

Visit www.apics.org/CSCP to find out more about this offering through local APICS chapters, international associates, or a local college or university.

Corporate Group Option

Multiple employees in your organization can receive consistent training at a group rate with either a self-directed or instructor-led approach.

Call (888) 266-9079 today to learn about affordable group training options.

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LEARNING SYSTEM

How to Order:

Phone: CSCP Learning System Customer Support
(888) 266-9079 or (651) 905-2664
8:00 a.m. to 5:00 p.m. CT, M-F
Please have credit card number ready.

Fax: 24 hours a day to (651) 905-2669

Mail: CSCP Learning System Distribution Center
1279 Trapp Road
Eagan, MN 55121-1254

Online: www.apics.org/CSCP

Member Orders:

To receive member pricing, include your APICS membership number (or chapter billing number for chapter orders). Membership status must be active to receive member rates; otherwise, nonmember prices apply. Prices subject to change without notice.

Not a Member?

Join APICS at www.apics.org/join

Method of Payment:

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(Checks and money orders must be made payable to APICS drawn on a U.S. bank. Purchase terms net 30 days.)

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E-mail (required) Your e-mail address is required for notification of product updates

Primary Industry: (check one)

- Manufacturing Consulting
 Academic Service
 Government

How did you learn about the CSCP Learning System?

- Mailing Brochure
 E-mail Local Chapter
 Annual Conference Referral
 Web site Other (specify) _____
 Employer Recommendation

Shipping and Handling Schedule:

Domestic: 1st program \$15, each additional \$5 UPS Ground
\$30 2-day FedEx
International: \$60

Shipping will be provided via UPS ground service or FedEx/International unless otherwise specified. APICS reserves the right to utilize alternate shippers when necessary. Orders outside the continental US will be shipped via airfreight. Orders shipped via UPS ground will normally arrive within 5-7 business days of processing the order.

Return Policy: If you are not completely satisfied with your order, you may return materials to our CSCP Learning System Distribution Center, at the address listed above, within 30 days and in good resale condition for a refund. Please enclose a copy of the packing slip to ensure that your refund is processed in a timely fashion.

Questions? Call (888) 266-9079 or (651) 905-2664
or e-mail: CSCP.LearningSystem@holmescorp.com

CSCP Self-Directed Materials

Number of Programs	Member Price	Nonmember Price	Quantity	Total
Single Purchase <i>Presales Discount</i> Expires 11/18/05	\$895.00 \$795.00	\$1,195.00 \$1,095.00		
2-25	\$845.00	\$845.00		
26-50	\$795.00	\$795.00		

Subtotal \$

Sales Tax: VA 5%, PA 6%, MN 6.5% Can GST 7%, Maritime HST 15%

Shipping Charges:

Regular UPS Domestic (see chart)

2-day FedEx

International shipping

Total (in U.S. dollars)

For additional volume discount pricing,
call CSCP Customer Support at (888) 266-9079.





APICS The Association for Operations Management is the global leader and premier source of leading-edge knowledge in operations management. APICS' certification programs are recognized worldwide as the standard of professional competence in production and inventory management, enterprise resources management, and supply chain management.

Join APICS for the latest industry resources, networking, and cost savings on educational materials, including the CSCP Learning System at www.apics.org/join.

To find out more about
the **Certified Supply
Chain Professional
Learning System**

or to try a free demo, visit

www.apics.org/CSCP

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