

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

Friday, November 20th - 12:00pm to 1:00pm

Speaker(s)

Vince Mozik, CPIM, CSCP, PMP, SCOR-P

VP of Education & Certified Lead Instructor
at APICS North Texas Chapter

Adjunct Professor in Operations Management
at University of Texas at Dallas



The Center for Logistics & Supply Chain Management is pleased to announce the next Professional Development virtual presentation of the Fall 2020 semester.

Vince Mozik, CPIM, CSCP, PMP, SCOR-P

VP of Education & Certified Lead Instructor at APICS North Texas Chapter

will present on **Friday, November 20th** from 12:00 noon to 1:00 pm

**Professional Certifications – What are they?
How do they benefit me? And how do I get them?**

Agenda and Speaker Detail

- Premise
- Key Certifications
- ROI
- Q&A



Vince Mozik

- CPIM, CSCP, PMP, SCOR-P
- VP of Education & Certified Master Instructor APICS NTX
- Project Leader at Boeing Global Services
- 17+ years of supply chain experience
- Adjunct Instructor at the University of Texas at Dallas

Education and Industry Background



WESTERN MICHIGAN
UNIVERSITY



Premise

Harvard
Business
Review

DEVELOPING EMPLOYEES

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

by David W. Ballard

NOVEMBER 14, 2017

[SUMMARY](#) [SAVE](#) [SHARE](#) [COMMENT](#) [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>



Published August 5, 2016

How have certificates helped you as a supply chain professional?

“The education gained from certifications have shortened the learning curve and enabled me to effectively diagnosis and solve complex supply chain matters in diverse business environments.”

Outside of technical skills, how have certifications helped you?

“Aside from advancing critical thinking skills, obtaining certifications has fueled a personal continued focus towards the journey of best practices, a process improvement mindset, and the confidence to challenge current business practices early in my career.”

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

“Yes, as the field of supply chain continues to evolve and become more multifaceted, specialized knowledge gained from certifications will naturally become more vital for firms to stay competitive in today’s global business environment.”

How to Get Your PMP

[BACK TO TOP](#) ↕

Earning your PMP Certification is a commitment, and that's why it is valuable. Do you have real-world project management experience that's led to success? Great —you've finished the hardest part. **Before you apply, make sure you meet of the following sets of PMP Certification requirements:**

- A four-year degree
- 36 months leading projects
- 35 hours of project management education/training or CAPM® Certification

— OR —

- A high school diploma or an associate's degree (or global equivalent)
- 60 months leading projects
- 35 hours of project management education/training or CAPM® Certification



200 questions all multiple choice and 40-50% failure rate

Process groups: Initiate, plan, execute, monitor / control, close

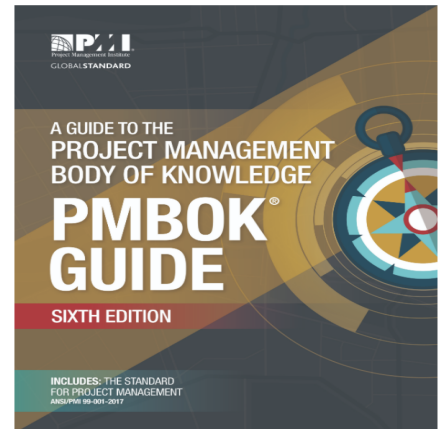
↑ **25% higher**

The median salary for PMP holders in the U.S. is 25% higher than those without PMP certification, according to PMI's most recent *Project Management Salary Survey*.

[See how it all could add up for you.](#)

🌐 **1,000,000**

There are more than 1,000,000 PMP certification holders worldwide. They've earned universally recognized knowledge.



True Business Agility starts here.

PMI Agile Certifications

Our Agile certifications span beyond any single approach—it's about tailoring your way of working to your unique situation.

PMI AGILE CERTIFIED PRACTITIONER

Demonstrate applied experience on an Agile team

- 8 months Agile experience + 1 year general project experience
- 21 hours training
- Pass an exam

DISCIPLINED AGILE VALUE STREAM CONSULTANT

Help organizations accelerate value delivery

- 3 years Agile experience
- Disciplined Agile Senior Scrum Master certification
- 2-3 day training
- Pass an exam

DASM

DISCIPLINED AGILE SCRUM MASTER

Understand the basics of Agile and the Disciplined Agile tool kit

- 0 years Agile experience
- Self-paced or 2-day training
- Pass an exam

ACP

Journey to Business Agility

DASSM

DISCIPLINED AGILE SENIOR SCRUM MASTER

Use Disciplined Agile to tailor your approach and lead your team

- 2 years Agile experience
- 2-day training
- Pass an exam

DAVSC

DA COACH

DISCIPLINED AGILE COACH

Coach teams to effectively apply Disciplined Agile organization-wide for true business agility

- 3 years Agile coaching experience
- Disciplined Agile Senior Scrum Master certification
- 2-3 day training
- Pass an exam



PMP®
Project Management Professional

The PMP is the gold standard of project management certification. Recognized and demanded by organizations worldwide, the PMP validates your competence to perform in the role of a project manager, leading and directing projects and teams.

[DISCOVER THE PMP ADVANTAGE](#)



CAPM®
Certified Associate in Project Management

The CAPM demonstrates your understanding of the fundamental knowledge, terminology, and processes of effective project management.

[DISCOVER THE CAPM ADVANTAGE](#)



PMI-PBA®
Professional in Business Analysis

The PMI-PBA highlights your expertise in business analysis. It spotlights your ability to work effectively with stakeholders to define their business requirements, shape the output of projects, and drive successful business outcomes.

[Discover the PBA Advantage](#)



PgMP®
Program Management Professional

Designed for those who manage multiple, complex projects to achieve strategic and organizational results.

[Discover the PgMP Advantage](#)



PfMP®
Portfolio Management Professional

Our portfolio management certification recognizes the advanced experience and skill of portfolio managers. The PfMP demonstrates your proven ability in the coordinated management of one or more portfolios to achieve organizational objectives.

[Discover the PfMP Advantage](#)



PMI-RMP®
PMI Risk Management Professional

The PMI-RMP certification recognizes demonstrated knowledge and expertise in the specialized area of assessing and identifying project risks along with plans to mitigate threats and capitalize on opportunities.

[Discover the RMP Advantage](#)



PMI-SP®
PMI Scheduling Professional

The PMI-SP certification recognizes demonstrated knowledge and advanced experience in the specialized area of developing and maintaining project schedules.

[Discover the SP Advantage](#)

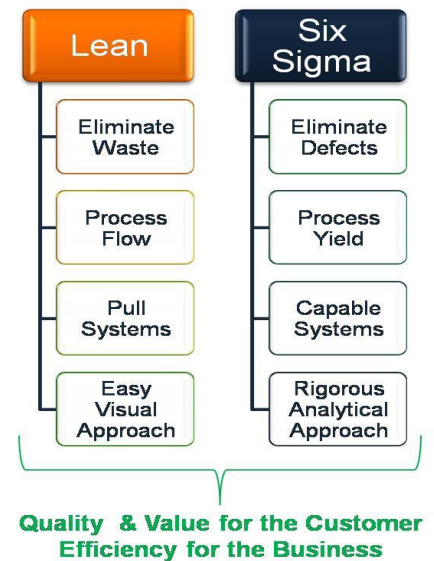
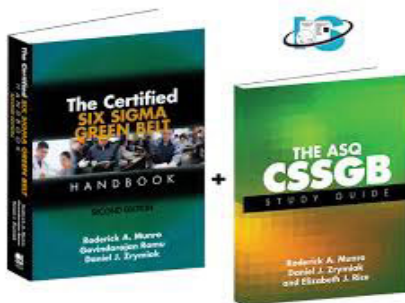
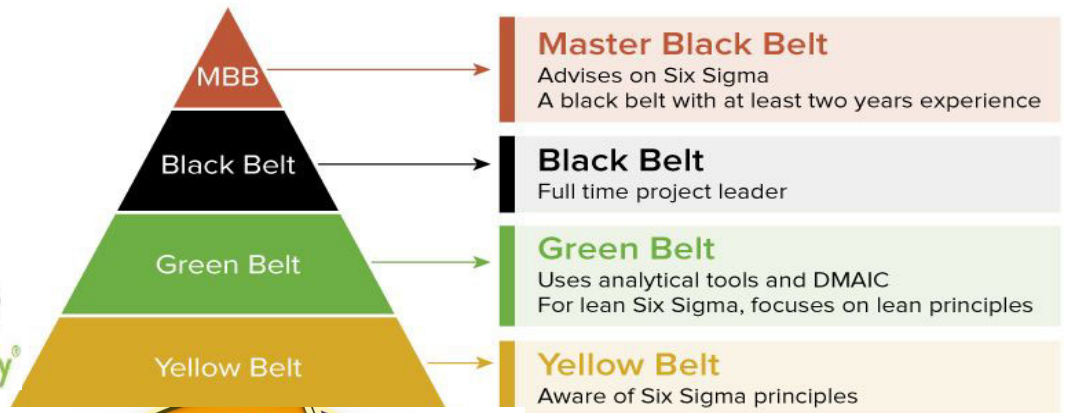


PMI Project Management Ready™

The PMI Project Management Ready is our newest certification and introduces high school and post-secondary students to the concepts and skillsets of project management.

[Discover the PMI Project Management Ready Advantage](#)

Six Sigma Certification Structure





The global leader in supply chain organizational transformation, innovation and leadership.

As the largest non-profit association for supply chain, ASCM is an unbiased partner, connecting companies around the world to the newest thought leadership on all aspects of supply chain.

ASCM is built on a foundation of APICS certification and training spanning 60 years.

Now, ASCM is driving innovation in the industry with new products, services and partnerships that enable companies to further optimize their supply chains, secure their competitive advantage and positively impact their bottom lines.

Learning & Development

APICS Certifications and the body of knowledge have been a global standard in learning and professional development for 60 years. Companies around the world recognize APICS certifications when recruiting and making hiring decisions.

EXPLORE THE BENEFITS →

Corporate Transformation

As the global leader in supply chain organizational transformation, innovation and leadership, ASCM is your unbiased partner, providing corporations with access to industry experts, frameworks and global standards to help transform your supply chain.

TRANSFORM YOUR BUSINESS →

Making an Impact

We believe supply chain is bigger than boxes stacked in a warehouse and containers crossing an ocean. Supply chains impact communities across the globe. As an industry authority, ASCM is dedicated to helping businesses create ethical, efficient, economical supply chains, so that impact is a positive one.

DISCOVER THE FUTURE →



CPIM 2020
LEARNING SYSTEM
CERTIFIED IN PRODUCTION AND INVENTORY MANAGEMENT

APICS ASSOCIATION FOR SUPPLY CHAIN MANAGEMENT

BSCM



CSCP 2020
LEARNING SYSTEM
CERTIFIED SUPPLY CHAIN PROFESSIONAL

APICS ASSOCIATION FOR SUPPLY CHAIN MANAGEMENT

BSCM



CLTD 2020
LEARNING SYSTEM
CERTIFIED IN LOGISTICS, TRANSPORTATION AND DISTRIBUTION

APICS ASSOCIATION FOR SUPPLY CHAIN MANAGEMENT

BSCM



PARTICIPANT WORKBOOK

PRINCIPLES OF DISTRIBUTION AND LOGISTICS
Part 1 of 2
Sessions 1-6

PARTICIPANT WORKBOOK

PRINCIPLES OF INVENTORY MANAGEMENT
Part 1 of 2
Sessions 7-8

PARTICIPANT WORKBOOK

PRINCIPLES OF MANUFACTURING MANAGEMENT
Part 2 of 2

APICS PRINCIPLES OF OPERATIONS
Part 2 of 2
Sessions 9-11

PARTICIPANT WORKBOOK

PRINCIPLES OF OPERATIONS PLANNING
Part 2 of 2
Sessions 7-11

PRINCIPLES OF MANAGEMENT

LEARN MORE ►



SCOR
SUPPLY CHAIN OPERATIONS REFERENCE MODEL

COMMON TITLES AMONG FUNCTIONS

The following are the most common titles reported for the various supply chain functions.

PLAN	SOURCE	MAKE	DELIVER	RETURN	ENABLE
Buyer and/or Planner	Buyer	Operations Manager	Logistics Coordinator	Logistics manager	Director of Supply Chain
Demand Planner	Category Manager	Operations Director	Logistics manager	Inventory Manager	Production Planner
Inventory Analyst	Commodity Manager	Production Manager	Operations Manager	Materials Manager	Supply Chain Manager
Master Planner	Procurement Specialist	Production Scheduler	Transportation Analyst	Warehouse Manager	Consultant
Master Scheduler	Purchasing Manager				
Materials Manager	Sourcing Manager				
Production Planner					

SUPPLY CHAIN MANAGEMENT						
	Plan	Source	Make	Deliver	Return	Enable
Comprehensive	Benchmarking					
	APICS Business Process Management Platform <small>(Available Q3 2016)</small>					
	SCOR-P					
	CSCP					
Targeted	CPIM			CLTD		

What APICS certification is right for me?



Certified in Production and Inventory Management



Certified Supply Chain Professional



Certified in Logistics, Transportation and Distribution

The premier certification for internal supply chain operations.	Recognized globally as the premier certification for end-to-end supply chain.	The must-have certification for logistics and transportation professionals.
Master an organization's internal operations and obtain in-depth understanding of materials management, master scheduling, forecasting, production planning.	Master of the extended supply chain, from organizations' suppliers through to the end customers.	Gain the essential knowledge and skills needed for logistics, transportation and distribution careers.
Eligibility Requirements. Eligibility application is free, doesn't expire and is available online at apics.org		
<ul style="list-style-type: none"> No college degree is required 	Candidates must have ONE of the following: <ul style="list-style-type: none"> 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 ONE of the following: <ul style="list-style-type: none"> 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
Content Areas – covered on the exam and within the Learning System certification preparation		
CPIM Part 1 Basics of Supply Chain Management CPIM Part 2 1 Strategic Management of Resources 2 Master Planning of Resources 3 Detailed Scheduling and Planning 4 Execution and Control of Operations	1 Supply Chain Design 2 Supply Chain Planning and Execution 3 Supply Chain Improvement and Best Practices	1 Logistics and Supply Chain Overview 2 Capacity Planning and Demand Management 3 Order Management 4 Inventory and Warehouse Management 5 Transportation 6 Global Logistics Considerations 7 Logistics Network Design 8 Reverse Logistics and Sustainability
Exam Information		
<ul style="list-style-type: none"> Must pass 2 exams to become certified. 150 multiple-choice questions for each exam part 3.5 hours each. 	<ul style="list-style-type: none"> Pass one exam to become certified. 150 multiple-choice questions. 3.5 hours 	<ul style="list-style-type: none"> Must pass one exam to become certified. 150 multiple-choice questions. 3.5 hours
Learn More		
CPIM certification and exam • apics.org/cpim CPIM Learning System • learn.apics.org/cpim	CSCP certification and exam • apics.org/cscp CSCP Learning System • learn.apics.org/cscp	CLTD certification and exam • apics.org/cltd CLTD Learning System • learn.apics.org/cltd

CPIM CERTIFICATION

The APICS Certified in Production and Inventory Management (CPIM) program is recognized worldwide as the standard in production and inventory control, a critical function within an organization for reducing costs and achieving a competitive edge. The CPIM designation is earned by successfully completing two exams demonstrating competency in production and inventory management.

Through the CPIM preparation and exam process, you will gain knowledge, learn skills and best practices required to execute, control and improve internal operations within the four walls of your company.

- Increase your functional knowledge of production and inventory management
- Maximize ROI on the systems and technologies within your organization
- Master the tools you need to effectively improve internal operations
- Gain knowledge to apply principles of ERP software to cover various critical functions within your organization
- Increase customer satisfaction by delivering Lean/Just-in-Time products and services

Earning the designation demonstrates a solid understanding of the CPIM body of knowledge which covers five areas:

- Basics of Supply Chain Management
- Strategic Management of Resources
- Master Planning of Resources
- Detailed Scheduling and Planning
- Execution and Control of Operations

APICS CPIM Exam Content Manual (ECM)

PART 1

MODULE 1: Basics of supply Chain Management

PART 2

MODULE 1: Strategic Management of Resources

MODULE 2: Master Planning of Resources

MODULE 3: Detailed Scheduling and Planning

MODULE 4: Execution and Control of Operations

CPIM

CERTIFIED IN PRODUCTION AND INVENTORY MANAGEMENT

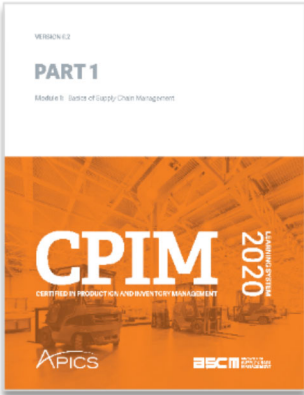
Course Contents



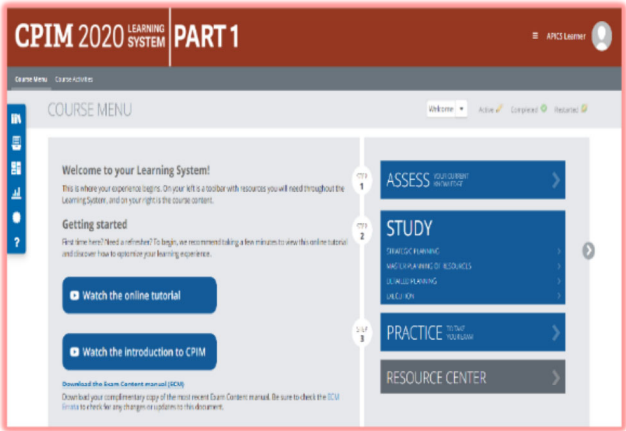
Certified in Production and Inventory Management (CPIM)

Show comprehension of your organization's operations through a deep understanding of materials management, master scheduling, forecasting, production planning and how it applies across the extended supply chain.

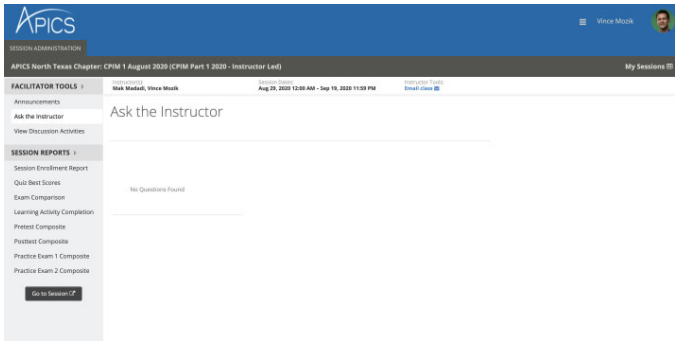
Reading materials



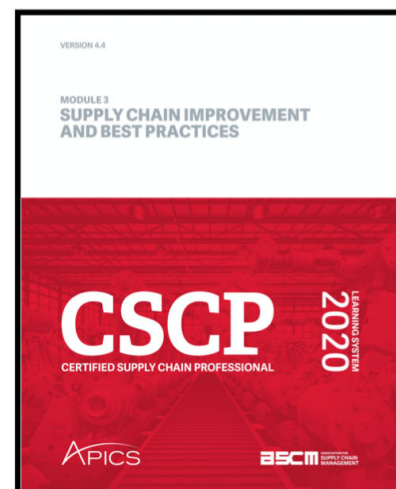
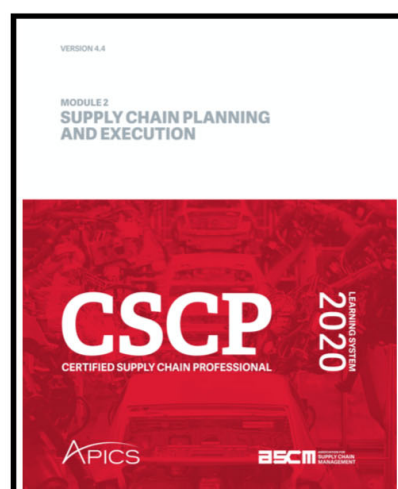
Online materials



Student Slides Book*



*Instructor-led classes only



Module 1: Supply Chain Design

Section A:
Develop the Supply Chain Strategy

Section B:
Design the Supply Chain

Diagnostic part	Main topic	Percentage of exam
I	Supply Chain Design	23%
II	Supply Chain Planning and Execution	43%
III	Supply Chain Improvement and Best Practices	34%

Module 2: Supply Chain Planning and Execution

Section A:
Procure and Deliver Goods and Services

Section B:
Manage the Relationship with Supply Chain Partners

Section C:
Manage Reverse Logistics

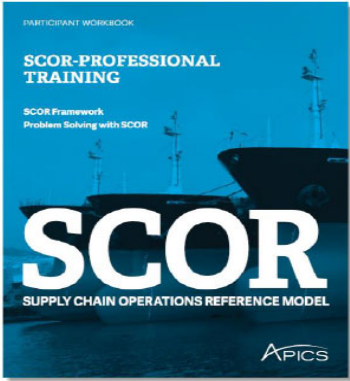
Module 3: Supply Chain Improvement and Best Practices

Section A:
Comply with Standards, Regulations, and Sustainable Best Practices

Section B:
Manage Risk in the Supply Chain

Section C:
Measure, Analyze, and Improve the Supply Chain

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”








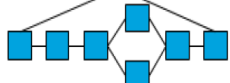
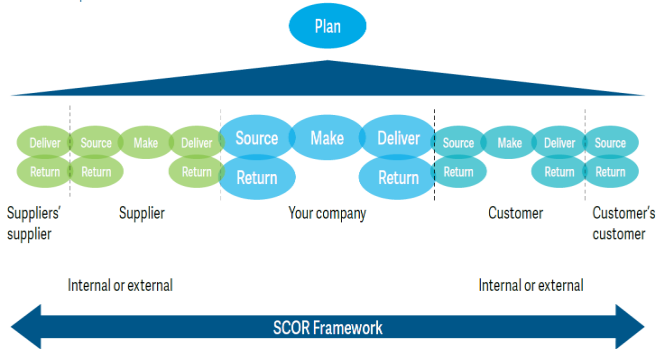
Level	Description	Schematic	Comments
<div>1</div> 	Major processes		Defines the scope, content, and performance targets of the supply chain
<div>2</div> 	Process categories		Defines the operations strategy; process capabilities are set
<div>3</div> 	Process elements		Defines the configuration of individual processes. The ability to execute is set. Focus is on processes, inputs/outputs, skills, performance, best practices, and capabilities
<div>4</div> 	Improvement tools/activities		Use of kaizen, lean, TQM, six sigma, benchmarking



Figure 1
SCOR level-one processes





- Increase your salary & hiring potential
- Prove mastery of concepts, strategies, and terminologies
- Demonstrate your commitment to advancing both your career and your company's bottom line

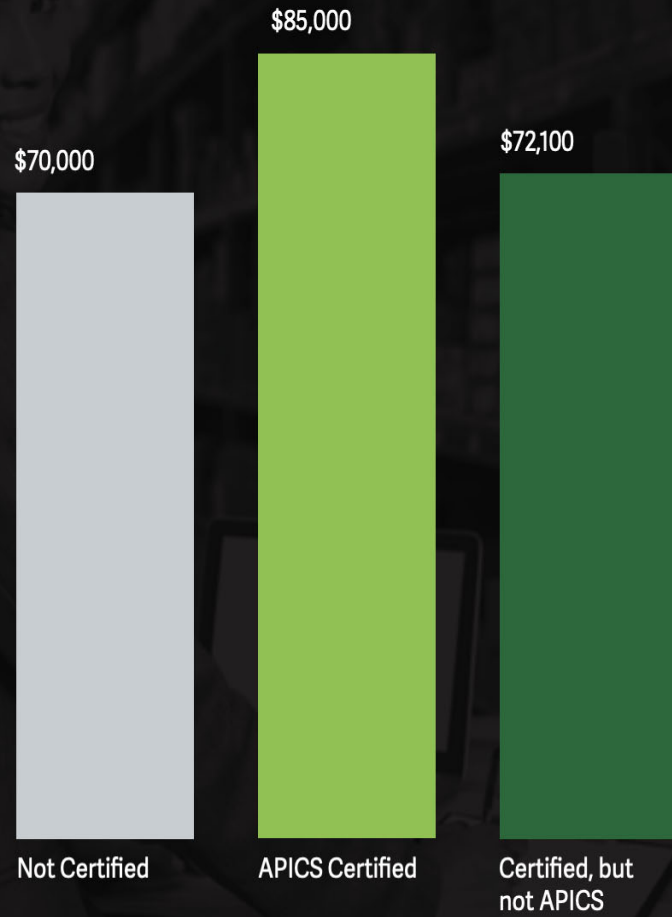
Content Focus:

- Logistics Overview and Strategy
- Logistics Network Design
- Sustainability and Reverse Logistics
- Capacity Planning and Demand Management
- Order Management
- Inventory Management
- Warehouse Management
- Transportation
- Global Logistics Considerations



APICS CERTIFICATION COMPARED

Those with at least one APICS certification reported salaries 18% higher than those with other certifications.

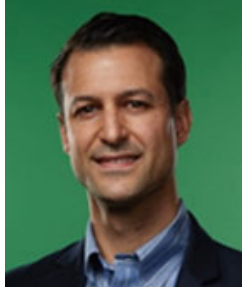
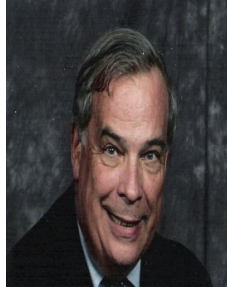


IMPACT OF APICS CERTIFICATION ON SALARY

Supply chain professionals who hold an APICS Certified in Production and Inventory Management (CPIM); Certified Supply Chain Professional (CSCP) or Certified in Logistics, Transportation and Distribution (CLTD) designation earn more than those who are not certified. Those who had earned at least one APICS certification reported median salaries that were 21% higher than those who were not certified



APICS North Texas Instructors



Mak Maddadi

Charles Early

Terry Egan

Jim Hogan

Michelle
Wright

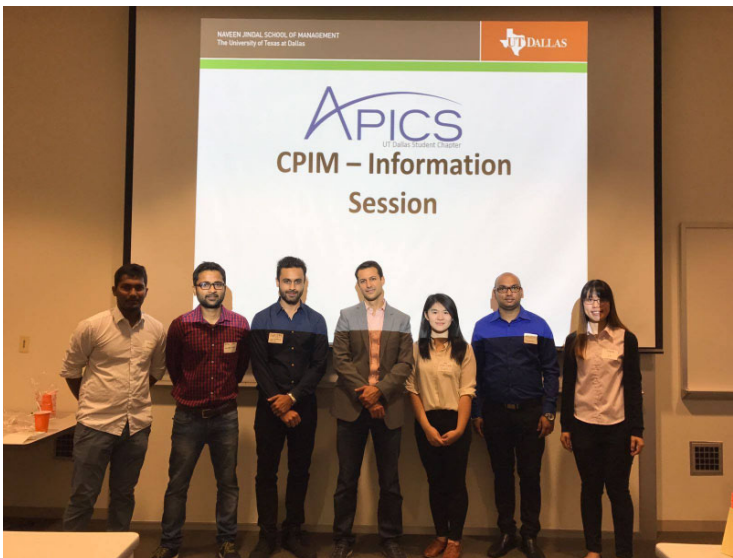
Bob
Kohankie

Vince Mozik



*Instructors with
extensive supply chain
experience across
various industries*

*Effective training with
practical applications
to ensure a clear
understanding*





Past CPIM and CSCP Certified Students



- *New students certified get a free dinner*
- *New students get recognized at our local DFW professional development meetings*

- *80% first time pass rate*
- *Relationship built between students and our chapter to serve as a support network*



Upcoming Class Schedule

Register for classes at ntxapics.org

Questions? Info@ntxapics.org or ypeducation@ntxapics.org



Class Month Start	CSCP	CPIM 1	CPIM 2	CLTD	DDPP	Principles	Class Date(s)	Training Hours	Class Times	Price (includes books, online material, and testing voucher)
December 2020										
January 2021	●				●		CSCP: 1/9, 1/16, 1/23, 1/30, 2/6, 2/13, 2/20, 2/27 DDP: 1/15, 1/16	48 hours (CSCP); 16 hours (DDP)	Sat. 10 am - 4 pm (CSCP); Fri. & Sat. 8 am - 5pm	CSCP: \$2,200 (students or plus members); \$2,450 (non-members or core members) DDP: \$1,095
February 2021			●				CPIM 2: 2/20, 2/27, 3/6, 3/13, 3/20, 3/27, 4/3, 4/10	48 hours (CPIM 2)	Sat. 10 am - 4 pm	CPIM 2: \$1,840 (students or plus members); \$2,060 for non-members or core members)
March 2021		●					CPIM 1: 3/23, 3/30, 4/6, 4/13, 4/20, 4/27, 5/4, 5/11	24 hours (CPIM 1)	Tuesdays 6-9 pm; Registration at Collin	CPIM 1: \$979
April 2021										
May 2021	●						CSCP: 5/1, 5/8, 5/15, 5/22, 5/29, 6/5, 6/12, 6/19	48 hours (CSCP)	Sat. 10 am - 4 pm; \$2,200	CSCP: \$2,200 (students or plus members); \$2,450 (non-members or core members)
June 2021				●		●	CLTD: 6/5, 6/12, 6/19, 6/29, 7/10, 7/17, 7/24, 7/31 S&OP Principles: 6/11	48 hours (CLTD) 5 hours (S&OP)	Sat. 10 am - 4 pm (CLTD); \$1,850 Fri. 9 am - 2 pm (S&OP); \$125	CLTD: \$1,850 is student or plus members); \$2,050 non-members or core members)



- In 2021, pending on social distancing, classes are planned to be online
- Under normal conditions classes are held at campus at UTD Richardson, TX
- Over an 80% first time pass rate for students who take our classes
- Free attendance to retake classes for students
- 20% discounts available to veterans and unemployed
- Classes taught in interactive settings by multiple industry experts with diverse experience
- Consistently positive student feedback on class value and effectiveness to learn APICS
- Students have the option to purchase the learning kits that include a testing voucher online tools with e-books, practice exams, and simulations or attend without books at a discounted rate

Recent Student Testimonials:

"I enjoyed hearing experience from professionals that work in this field everyday. Definitely glad I decided to participate in the classroom learning. Thank you!" – CSCP Student April 2020

"Because of this course, I am confident I will pass my CSCP exam. This level of confidence would have been much harder to reach self-studying" – CSCP Student April 2020

"Amazing class, my instructor was prepared all time to my needs as students provide to us with actual real examples every time for every topics and was a really interactive experience" – CPIM 2 Student May 2020



Vince Mozik <vince.mozik@gmail.com>

Re: CSCP Class Participation Certificate

[redacted]@dallas.edu>
To: Vince Mozik <vince.mozik@gmail.com>

Tue, Sep 8, 2020 at 5:52 AM

Hey Prof.,

Thank You so much . It was an incredible experience learning through the class and I have enjoyed it immensely and learned a lot. I am hoping to give my certification exam on Dec 15th as soon as the fall semester gets over.

I am also really sorry for not being able to participate properly in the last class on saturday, as I am down with viral fever for the last 4-5 days and was finding it very difficult to sit through the class.

Again really appreciate for all the resources, quizzes and the regular insights you have shared in the class. Can't thank enough.



Kind Regards,

[redacted]
MS in Supply Chain Management,
MS in Business Analytics-
The University of Texas at Dallas



[redacted]
www.mimcdm.com/my/nccladm-monopara

Final Thoughts

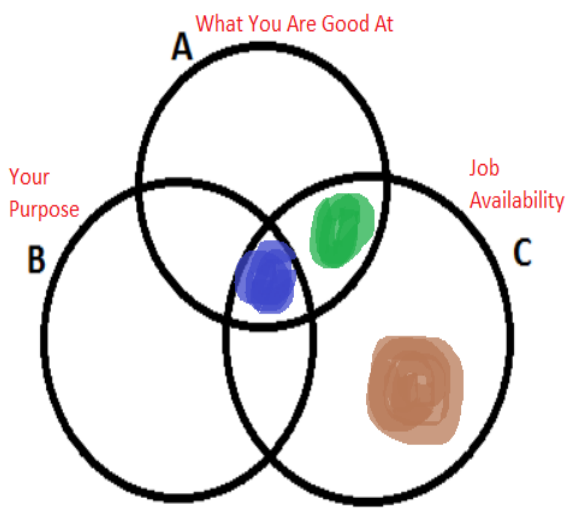
- Identify your career passion
- Think long term
- Join free ASCM student membership
- Consider expanding your expertise through certifications

Thank you,

Vince Mozik

Vince.mozik@gmail.com

<https://www.linkedin.com/in/vincemozik/>



Credits

<https://www.industrystar.com/blog/2016/08/5-supply-chain-certifications-every-professional-needs/>

<https://www.shmula.com/27619-2/27619/>

<http://blackrivertech.org/workforce-corporate-and-community-training/pcc/six-sigma-certification>

<https://medium.com/swlh/work-fulfillment-is-a-real-thing-and-it-matters-7aed503093fa>

<https://www.cio.com/article/3346137/10-it-certifications-paying-the-highest-premiums-today.html>

<https://www.pmi.org/certifications/project-management-pmp>

<https://www.pmi.org/certifications/agile-certifications>