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
“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

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

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

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**Project Management Institute®**

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

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

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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.

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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

**Journey to Business Agility**

**Disciplined Agile Scrum Master**
Understand the basics of Agile and the Disciplined Agile tool kit
- 2 years Agile experience
- Self-paced or 2-day training
- Pass an exam

**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

**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
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 PMP 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™ Certification Program 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

- **Master Black Belt**
  - Advises on Six Sigma
  - A black belt with at least two years experience

- **Black Belt**
  - Full time project leader

- **Green Belt**
  - Uses analytical tools and DMAIC
  - For lean Six Sigma, focuses on lean principles

- **Yellow Belt**
  - Aware of Six Sigma principles

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**SIX SIGMA**

- Define
- Measure
- Analyze
- Improve
- Control

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**Lean**

- Eliminate Waste
- Process Flow
- Pull Systems
- Easy Visual Approach

**Six Sigma**

- Eliminate Defects
- Process Yield
- Capable Systems
- Rigorous Analytical Approach

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**Quality & Value for the Customer**

**Efficiency for the Business**
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 →
SCOR
SUPPLY CHAIN OPERATIONS REFERENCE MODEL
The following are the most common titles reported for the various supply chain functions.

<table>
<thead>
<tr>
<th>PLAN</th>
<th>SOURCE</th>
<th>MAKE</th>
<th>DELIVER</th>
<th>RETURN</th>
<th>ENABLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buyer and/or Planner</td>
<td>Buyer</td>
<td>Operations Manager</td>
<td>Logistics Coordinator</td>
<td>Logistics manager</td>
<td>Director of Supply Chain</td>
</tr>
<tr>
<td>Demand Planner</td>
<td>Category Manager</td>
<td>Operations Director</td>
<td>Logistics manager</td>
<td>Inventory Manager</td>
<td>Production Planner</td>
</tr>
<tr>
<td>Inventory Analyst</td>
<td>Commodity Manager</td>
<td>Production Manager</td>
<td>Operations Manager</td>
<td>Materials Manager</td>
<td>Supply Chain Manager</td>
</tr>
<tr>
<td>Master Planner</td>
<td>Procurement Specialist</td>
<td>Production Scheduler</td>
<td>Transportation Analyst</td>
<td>Warehouse Manager</td>
<td>Consultant</td>
</tr>
<tr>
<td>Master Scheduler</td>
<td>Purchasing Manager</td>
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<tr>
<td>Materials Manager</td>
<td>Sourcing Manager</td>
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<tr>
<td>Production Planner</td>
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</tbody>
</table>
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
What APICS certification is right for me?

<table>
<thead>
<tr>
<th>CPIM</th>
<th>CSCP</th>
<th>CLTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certified in Production and Inventory Management</td>
<td>Certified Supply Chain Professional</td>
<td>Certified in Logistics, Transportation and Distribution</td>
</tr>
</tbody>
</table>

| 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.

- No college degree is required
- Candidates must have ONE of the following:
  - 3 years of related business experience OR
  - Bachelor’s degree or the international equivalent, OR
  - Hold one of the following designations: CPIM, CSCP, CIRM, SCOR-P, CPM, CSM or CPSM

**Content Areas – covered on the exam and within the Learning System certification preparation**

<table>
<thead>
<tr>
<th>CPIM Part 1</th>
<th>CPIM Part 2</th>
<th>CSCP Part 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basics of Supply Chain Management</td>
<td>Strategic Management of Resources</td>
<td>Logistics and Supply Chain Overview</td>
</tr>
<tr>
<td>2. Supply Chain Planning and Execution</td>
<td>4. Execution and Control of Operations</td>
<td>4. Inventory and Warehouse Management</td>
</tr>
<tr>
<td>3. Supply Chain Improvement and Best Practices</td>
<td>5. Transportation</td>
<td>5. Transportation</td>
</tr>
<tr>
<td>8. Reverse Logistics and Sustainability</td>
<td>8. Reverse Logistics and Sustainability</td>
<td>8. Reverse Logistics and Sustainability</td>
</tr>
</tbody>
</table>

**Exam Information**

- CPIM: Must pass 2 exams to become certified.
  - 150 multiple-choice questions for each exam part.
  - 3.5 hours each.
- CSCP: Must pass one exam to become certified.
  - 150 multiple-choice questions.
  - 3.5 hours
- CLTD: Must pass one exam to become certified.
  - 150 multiple-choice questions.
  - 3.5 hours

**Learn More**

- CPIM certification and exam: [apics.org/cpin](apics.org/cpin)
- CSCP certification and exam: [apics.org/cscp](apics.org/cscp)
- CLTD certification and exam: [apics.org/cltd](apics.org/cltd)
- CPIM Learning System: [learn.apics.org/cpin](learn.apics.org/cpin)
- CSCP Learning System: [learn.apics.org/cscp](learn.apics.org/cscp)
- CLTD Learning System: [learn.apics.org/cltd](learn.apics.org/cltd)
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
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

<table>
<thead>
<tr>
<th>Diagnostic part</th>
<th>Main topic</th>
<th>Percentage of exam</th>
</tr>
</thead>
<tbody>
<tr>
<td>I</td>
<td>Supply Chain Design</td>
<td>23%</td>
</tr>
<tr>
<td>II</td>
<td>Supply Chain Planning and Execution</td>
<td>43%</td>
</tr>
<tr>
<td>III</td>
<td>Supply Chain Improvement and Best Practices</td>
<td>34%</td>
</tr>
</tbody>
</table>

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”

<table>
<thead>
<tr>
<th>Level</th>
<th>Description</th>
<th>Schematic</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Major processes</td>
<td>(P)lan</td>
<td>Defines the scope, content, and performance targets of the supply chain</td>
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<td></td>
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<td>(S)ource</td>
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<td>(M)ake</td>
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<td>(D)eliver</td>
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<td>(R)eturn</td>
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<td></td>
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<td>(E)nable</td>
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<tr>
<td>2</td>
<td>Process categories</td>
<td>sD1</td>
<td>Defines the operations strategy; process capabilities are set</td>
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<td></td>
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<td>sD2</td>
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<td>sD3</td>
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<td>sD4</td>
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<td>MIS</td>
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<td>MTO</td>
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<td></td>
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<td>ETO</td>
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<tr>
<td></td>
<td></td>
<td>Retail</td>
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<tr>
<td>3</td>
<td>Process elements</td>
<td>sD11</td>
<td>Defines the configuration of individual processes. The ability to execute is set. Focus is on processes, inputs/outputs, skills, performance, best practices, and capabilities</td>
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<tr>
<td></td>
<td></td>
<td>sD12</td>
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<td></td>
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<td>sD13</td>
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<td>sD14</td>
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<td>sD15</td>
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<td>sD16</td>
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<tr>
<td></td>
<td></td>
<td>Consolidate orders</td>
<td>Build loads</td>
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<tr>
<td>4</td>
<td>Improvement tools/activities</td>
<td>Use of kaizen, lean, TQM, six sigma, benchmarking</td>
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</tbody>
</table>
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

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

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

- 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 85% 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

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Re: CSCP Class Participation Certificate

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,

[Signature]

[Name]
[Title]
[University]

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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/

“I can accept failure, everyone fails at something. But I can’t accept not trying.”
Credits

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

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


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


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

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