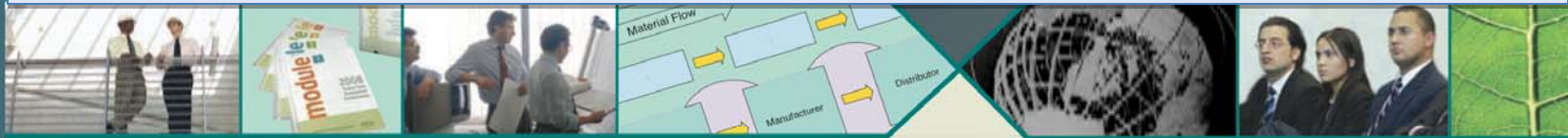


APICS Professional Development Division Update



Southwest District Meeting

November 8, 2009



2008 Priority: Product Development

- **Implement a process to align courseware to the exam content manuals.**
 - Objective: There is one-to-one correlation between the topics covered in the courseware and the exam content manuals.
 - Status: CPIM and CSCP courseware is currently being revised to align with the 2009 exam content manuals.

2009 CPIM Update

- **BSCM – Rewritten**

- Topics have been aligned with 2009 Exam Content Manual.
- Instructor feedback was reviewed and incorporated as appropriate.
- Content is being reviewed by SME team including international SMEs.
- Content is being edited by a copy editor specializing in International English.
- Instructional design is similar to the Lean Enterprise Series including many more exercises.
- Workbooks and slides have a completely new look and feel.
- Pre-orders will be taken starting November 17th.
- Product will ship by end of December (or sooner).

2009 CPIM Update

- **MPR, DSP, ECO, SMR - Updated**
 - Topics have been aligned with 2009 Exam Content Manual.
 - Instructor feedback was reviewed and incorporated as appropriate.
 - New content was reviewed by SME team including international SMEs.
 - Pre-orders will be taken starting November 17th.
 - Product will ship by end of December (or sooner).
 - SMR and DSP will be rewritten/redesigned like BSCM in 2009 for 2010 release.
 - ECO and MPR will be rewritten/redesigned like other modules in 2010 for 2011 release.

2009 CPIM Update

- **Resources for Instructors**

- Detailed change documents for MPR, DSP, ECO and SMR will be available by December 2nd.
- December 2nd we have scheduled a CPIM update webinar for instructors to review changes made and get “a peek” at the new BSCM module.
- Instructors who have BSCM classes scheduled for early January will be provided pre-publication copies of BSCM sessions in early December so they can begin to prepare.
- Copies of the detailed change documents, changed instructor guide pages and changes PowerPoint slides will be downloadable at no cost to instructors for MPR, DSP, ECO and SMR.

2009 CPIM Update

- **Resources for Instructors**

- Instructors who have previously purchased instructor materials for CPIM also have the following options for updating their materials:
 - Hard copies of the MPR, DSP, ECO and SMR update packets will be available for \$25 per module. This is not an option for BSCM.
 - New instructor guides, PowerPoint presentation CDs, and practice questions will be available for \$150 per module for all CPIM modules including BSCM.
 - Completely new instructor kits (includes the APICS Dictionary, OMBOK Framework, tote bag, etc.) will be available for \$350 per module.

2009 CPIM Update

- **Resources for Partners**
 - Chapters who have unused CPIM Participant Workbooks that were purchased since July 1, 2008 will be able to return them for replacements.
 - Marketing materials for the new BSCM class will be available for partners to use – similar to the Lean Enterprise and Global Sourcing marketing materials.

2009 CSCP Update

- **Updated**

- Topics have been aligned with 2009 Exam Content Manual.
- Instructor feedback was reviewed and incorporated as appropriate.
- Content was reviewed by SME team including international SMEs.
- Product will ship early to mid-December.
- Each chapter who taught a CSCP class in 2008 received an email from Holmes Corp on Thursday detailing replacement kit options.

2009 CSCP Update

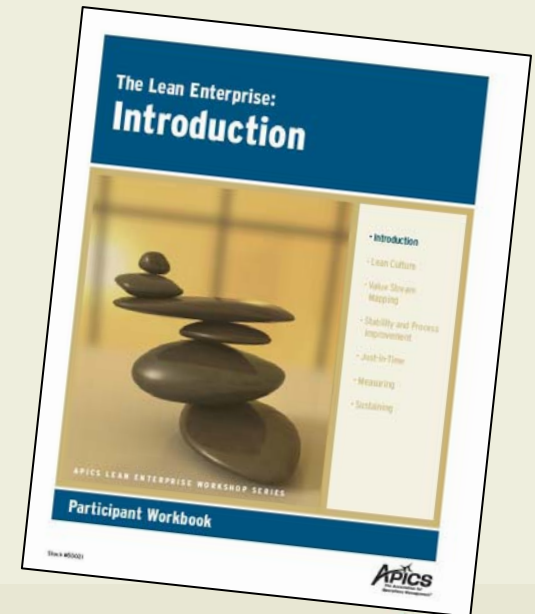
- **Option 1: Purchase a new and complete *APICS CSCP Version 2.0, 2009 Edition Instructor Kit* to fully replace previously purchased kit(s) for \$150 by November 24th .**
 - Strongly recommended for all active instructors or planning to be active in 2009.
 - After 11/24/08, these replacement kits will *not* be available and instructor kits revert to their standard price (\$395 for kits purchased after your first \$995 kit).
 - New content insertions underlined and all deletions from the 2008 Edition flagged in the left margin. The accompanying Detailed Change Document, will list the actual deleted verbiage.

2009 CSCP Update

- **Option 2: Order a complimentary upgrade package that allows manual updates to your existing Version 1.3, 2008 Edition Instructor Kit.**
 - Recommended for reference only for those instructor kits that will not be in active.
 - This package will include: a new Module 4 text (due to its degree of changes), and a CD ROM (containing a Detailed Change Document and the updated Instructor Kit PowerPoint slides).

New Product: Lean Enterprise

- The Lean Enterprise Workshop Series is designed to provide participants with the knowledge and tools needed to effectively participate with their organizations in a lean transformation process. This workshop series will enable learners to:
 - Determine whether an organization is ready to implement lean
 - Gain experience analyzing best practices for incorporating lean into organizations.
 - Complete a customized project plan for implementing lean



New Product: Lean Enterprise

- **Structure: 7 Workshops, 28 Contact Hours**
 - Workshop 1: Introduction
 - Workshop 2: Lean Culture
 - Workshop 3: Value Stream Mapping
 - Workshop 4: Stability and Process Improvement
 - Workshop 5: Just-in-Time
 - Workshop 6: Measuring
 - Workshop 7: Sustaining
- **Pricing**
 - Instructor Kit \$575
 - Member Participant Materials \$325
 - Non-member Materials \$425

New Product: Lean Enterprise

- **Instructor/Partner Resources**
 - To-date approximately 150 instructors have been trained to deliver the series.
 - However, due to the difficult economy, very few chapters have been able to run the series.
 - Therefore, we are extending the deadline to purchase 5 participant workbook sets in exchange for free instructor guides to March 31st, 2009 for North American chapters and September 30, 2009 for partners outside of North America.
 - Updated kits are being shipped to partners participating in this program as we speak.

New Product: Lean Enterprise

- **Marketing Support**
 - Customizable ads with chapter contact and event info:
 - Newsletter Ad, 1/2 page vertical
 - Newsletter Ad, 1/2 page horizontal
 - Newsletter Ad, 1/4 page
 - Newsletter Ad, full page
 - Collateral
 - Trifold
 - Flier
 - PowerPoint Presentation
 - Online Lean Enterprise Workshop Series Course listing at apics.org/lean
 - Three promotional emails for program launch between August 1, 2008 and October 15, 2008
 - Access these resources online at: apics.org/teachlean

New Product: Global Sourcing

- **The Global Sourcing Workshop Series provides a comprehensive study of the critical tasks and challenges associated with global sourcing.**
- **This new series equips learners with the skills to:**
 - Understand the strategic importance of globalization
 - Learn how to prepare for international procurement
 - Evaluate potential markets in other countries
 - Source global suppliers strategically
 - Choose logistics partners
 - Address cultural differences



New Product: Global Sourcing

- **Structure: 4 Workshops, 16 Contact Hours**
 - Workshop 1: Introduction
 - Workshop 2: Global Suppliers
 - Workshop 3: Cultural Relationships
 - Workshop 4: Logistics Requirements
 - In addition, a 6 hour Executive Overview of this content is available.
- **Series Pricing**
 - Instructor Kit \$300
 - Member Participant Materials \$185
 - Non-member Materials \$235
- **Executive Overview Only**
 - Instructor Kit \$115
 - Member Participant Materials \$70
 - Non-member Materials \$95

New Product: Global Sourcing

- **Instructor/Partner Resources**
 - Three instructor training programs held – two of which were webinars.
 - Instructor feedback is being incorporated into materials.
 - Instructor comments:
 - *This workshop will be a great addition to our offerings. I see it as valuable for both open enrollment (multiple companies) and also on-site for individual companies. It will cross-sell easily to any person/organization that took the CSCP product.*
 - *Excellent Course and very well prepared so far.*
 - *I appreciated the low cost & convenience associated with delivery through the Webinar format.*

New Product: Global Sourcing

- **Marketing Support**
 - Customizable ads with chapter contact and event info:
 - Newsletter Ad, 1/2 page vertical
 - Newsletter Ad, 1/2 page horizontal
 - Newsletter Ad, 1/4 page
 - Newsletter Ad, full page
 - Collateral
 - Trifold
 - Flier
 - PowerPoint Presentation
 - Online Lean Enterprise Workshop Series Course listing at apics.org/global
 - Three promotional emails for program launch between October 1, 2008 and December 15, 2008
 - Access these resources online at: apics.org/teachglobal

Instructor Development Program

- **Objective**
 - To ensure the highest quality student learning experience by motivating, educating, and training instructors to continuously improve their instructional skills and professionalism.
- **Levels**
 - Associate (Entry or Occasional Instructor)
 - Lead (Experienced, Regular Instructor)
 - Master (Consummate, Mentor Instructor)

APICS Instructor Development Criteria

	Associate Instructor	Lead Instructor	Master Instructor
Subject knowledge			
CPIM	Hold APICS CPIM Certification		
CSCP	Hold APICS CSCP Certification		
LEAN	Hold CPIM, CSCP, or equivalent LEAN certificate and taken the APICS Lean Instructor Training		
Global	Hold APICS CSCP Certification		
TTT /LDI	TBD		
Subject experience			
CPIM	High School +10 years relevant work experience; or Associate Degree + 8 years relevant work experience; or Bachelor's Degree +6 years relevant work experience; or Master's Degree +4 years relevant work experience; or Doctoral Degree +2 years relevant work experience.		
CSCP			
LEAN			
Global			
TTT /LDI ³			
Instruction experience in subject			
CPIM	Attended TTT and courseware instructor training (Lean & Global Sourcing)	Have taught 2 courses in last 2 years.	Have taught 3 courses in last 2 years and a minimum of 300 hours total in subject matter.
CSCP			
LEAN			
Global			
TTT /LDI ³			
Adult education qualifications			
CPIM	Attended TTT ¹ and received an endorsement from a lead instructor ²	Attended LDI ¹ ; received an endorsement from a master instructor ² ; and submit a 1/2 hour video of a live training session to be evaluated by a Master Instructor.	Receive an endorsement from a master instructor and submit a 1 hour video of live training session as a part of the juried application process
CSCP			
LEAN			
Global			
TTT /LDI ³			

APICS Instructor Development Participation Criteria

	Associate Instructor	Lead Instructor	Master Instructor
Partner relationship			
CPIM	Receive endorsement of a recognized APICS Channel Partner (Chapter, IA, AEP)		
CSCP			
LEAN			
Global			
TTT /LDI ³			
Commitment to APICS			
CPIM	Agree to adhere to the APICS Instructor Code of Conduct; participate in the Associate Instructor Maintenance program.	Agree to adhere to the APICS Instructor Code of Conduct; participate in the Lead Instructor Maintenance program.	Agree to adhere to the APICS Instructor Code of Conduct; participate in the Master Instructor Maintenance program.
CSCP			
LEAN			
Global			
TTT /LDI ³			
Ongoing Instructor Maintenance			
CPIM	Submit summary of course evaluations to APICS Corporate Offices; create and successfully execute an ongoing development plan. ⁴	Submit summary of course evaluations to APICS Corporate Offices; teach 2 courses within 2 year period: create and successfully execute an ongoing development plan. ⁴	Submit summary of course evaluations to APICS Corporate Offices; teach 3 courses within 2 year period: create and successfully execute an ongoing development plan. ⁴
CSCP			
LEAN			
Global			
TTT /LDI ³			

¹ Instructors who have previously taken TTT or LDI will be given credit for this requirement. Instructors who have not taken the APICS TTT and/or LDI course may receive credit for similar courses offered by other organizations including, but not limited to, the American Society for Training and Development, the American Management Association, accredited higher education institutions, etc. APICS reserves the right to request a course syllabus for such courses from the instructor.

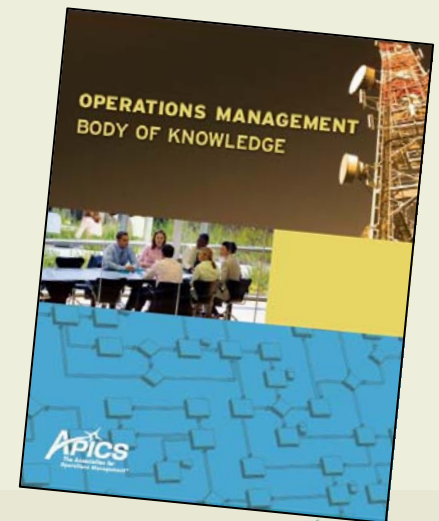
² For instructors applying to the program in 2009, a professional reference is required in lieu of a Lead or Master instructor endorsement.

³ TTT and LDI can only be taught by Lead or Master Instructors who have been qualified to teach TTT and LDI. Lead Instructors must co-teach TTT and LDI with a qualified Lead or Master Instructor twice before becoming qualified him or herself.

⁴ APICS is creating a development plan template for instructors to customize for their use. This plan will be submitted every two years and the instructor will be responsible for its implementation.

New Publication: OMBOK Framework

- ***APICS Operations Management Body of Knowledge Framework.***
 - Defines the scope of the operations management field.
 - Companion publication to the *APICS Dictionary*
 - Will serve as the basis of new APICS programs and services.
 - Members can download OMBOK free at www.apics.org/ombok, or order a bound hard copy for \$20.



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- Conduct Pre and Executive S&OP Meetings
- Globalize the S&OP Process

Register today at ibf.org/apicsibf.cfm.

APICS Magazine

While the number of issues has decreased from 10 a year to 6, the editorial staff is enhancing content, including:

- Publishing higher-quality articles and augmenting current departments
- Launching *APICS Extra Live*: interactive “author-reader” webinars
- Unveiling a new, online version of the magazine
- Planning a green/sustainability conference



APICS Magazine

Enhanced Electronic Magazine

<http://www.apics.org/resources/magazine/online>

- July/August issue, complete with advertisements, illustrations, and other graphics, was launched on July 30.
- International readers to get the magazine in a reliable and timely fashion
- Features include:
 - Searchability
 - Advertisements
 - Live links to web addresses



APICS Magazine

APICS magazine presents

The Bottom-line Green Conference

March 18-19, 2009

Portland, Oregon

- Designed for middle- and high-level operations professionals
- Featuring expert presenters and authors
- Focused on providing the latest information about sustainable practices in production, inventory management, warehousing, and distribution



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- Lean
- Basics of Operations Management
- Professional Advancement
- Green for Business

Registration opens in March 2009.

