

APICS CSCP - Certified Supply Chain Professional



ASCM - Association
for Supply Chain Management



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Whether a company produces goods or services, or operates in the public or private sector, it must face the growing challenge of **optimizing the supply chain**. Beyond quality and low costs, customers expect flawless service in terms of timeliness and reliability.

The **CSCP course from Advance School** is designed for highly skilled professionals in the Supply Chain field who wish to deepen their expertise and tackle the challenges of an ever-evolving sector. This program provides the **essential knowledge and skills** to operate effectively in today's supply chain landscape.

CSCP



Course objectives

- Understand and ensure the integration and coordination of the increasingly complex Supply Chain activities
- Design and develop a Supply Chain strategy aligned with the overall business strategy
- Manage relationships with Customers and Suppliers
- Recognize how logistics, technology, and data can enhance company performance
- Learn how to ensure continuity across all processes aimed at meeting Customer expectations, reducing costs, and improving results
- Prepare participants for the APICS CSCP – Certified Supply Chain Professional certification





Detailed Program

→ *Module 1 - Supply Chain, Demand Management and Forecasting*

Section A: Introduction to Supply Chains

Supply Chain Models
Supply Chain Maturity and Complexity

Section B: Demand Analysis and Patterns

Demand Analysis
Demand Patterns

Section C: Demand Management

Demand Management
Influencing Demand

Section D: Forecasting

Forecasting Principles and Process
Forecasting Methods
Measures of Forecast Error

Section E: Supply and Demand Alignment

Supply and Demand Alignment
Sales and Operations Planning

→ *Module 2 - Global Supply Chain Networks*

Section A: Supply Chain Design and Optimization

Supply Chain Design and Management
Business and IT Requirements
Technology Analysis and Optimization

Section B: End-to-End Connectivity and Visibility

Supply Chain Technology Applications
Connectivity, Visibility/Sharing, and Legal
Supply Chain Master Data

Section C: Supply Chain Metrics and Report

Supply Chain Metrics, Reports, and SCOR
Financial and Operational Metrics and Report

→ *Module 3: Sourcing Products and Services*

Section A: Aligning Sourcing to Demand

Make-Versus-Buy, Outsourcing, and Offshoring
Sourcing Requirements and Total Costs

Section B: Category Strategy for Sourcing

Supply Plans, Categories, and Segmentation
Supply Base Analysis and Right-Sizing

Section C: Product Design Influence

Product Design
Quality, Customization, and Sustainability

Section D: Supplier Selection, Contracting, and Use

Supplier Evaluation and Selection
Contracts
Purchase Orders

→ *Module 4: Internal Operations and Inventory*

Section A: Planning Operations

Planning Operations
Materials and Inventory

Section B: Capacity and Production Activity Control

Capacity
Production Activity Control



“Attending the APICS course organized by Advance School was a very positive and practical experience from a professional perspective. The program is well structured and effectively combines Supply Chain theoretical models with practical examples and real business cases. The instructors, extremely knowledgeable and able to stimulate discussion, made the lessons dynamic and valuable even for those who, like me, already work in this field. At the same time, they provided guidance and tools that proved essential in preparing for the certification exam. I also greatly appreciated the interaction with the other participants, who came from different sectors but shared a common interest in improving planning and management processes. Thanks to this course, I was able to consolidate my skills and acquire tools that are immediately applicable in my daily work. I would definitely recommend Advance School to anyone who wants to develop solid competencies and obtain an APICS certification recognized internationally”.

Marco Galliano, Responsabile Pianificazione | Merlo Group

Section C: Inventory

Inventory
Replenishment Strategies
Traceability, Accuracy, and Disposition

Section D: Performance and Continuous Improvement

Operations, Inventory and Financial Performance
Continuous Improvement
Quality Tools
Continuous Improvement Methods

→ *Module 5: Forward and Reverse Logistics*

Section A: Logistics and Distribution

Logistics
Warehousing and Materials-Handling Strategy
Transportation Strategy

Section B: Distribution Services and Transportation Choices

Distribution Services and Delivery Patterns
Transportation Mode and Carrier Selection

Section C: Trade Considerations

Legal, Security, and Regulatory Requirements
Import/Export Regulations and Documentation
Trade Zones and Blocs

Section D: Reverse Flow

Reverse Logistics
Waste

→ *Module 6: Supply Chain Relationships*

Section A: Customer Relationships

Customer Relationships and Segmentation
Customer Relationships Management
Customer Service Metrics and Performance

Section B: Supplier and Supply Chain Relationships

Supplier Relationships and Segmentation
Strategic Sourcing and Alliances
Supplier Performance
Supply Chain Relationships Management

→ *Module 7: Supply Chain Risk*

Section A: Risk Management and Supply Chain Risks

Risk Management

Risk Identification and Supply Chain Risks

Section B: Risk Analysis and Response

Risk Analysis

Risk Response, Action Plan, and Business Continuity

→ *Module 8: Optimization, Sustainability, and Technology*

Section A: Optimizing Supply Chain Strategy and Tactics

Business and Supply Chain Strategy

Supply Chain Strategic Value and Optimization

Section B: Sustainability

Sustainable Supply Chains

Sustainability Guidelines and Standards

Section C: Technology Trends

Emerging Technology Trends

Technology Assessment and Implementation



“Attending the CSCP course with Advance School under Pierantonio’s guidance was a truly transformative experience for me and my team at Dufry AG. Pierantonio’s deep expertise and practical examples provided invaluable insights into managing global Supply Chains. What really sets Advance School apart is its unwavering commitment to student success. Their readiness to organize multiple follow-up calls in preparation for the exam clearly demonstrated their dedication to ensuring every student is thoroughly prepared. These sessions not only addressed questions but also offered additional support, fostering a collaborative and engaging learning environment.”

Global Supply Chain Development and Strategic Projects Manager | Dufry AG



Who the course is for

This program is intended for all direct or indirect actors in the Supply Chain:

- Supply Chain Directors who want to validate their knowledge and/or ensure they are up to date on best practices.
- Managers responsible for one or more Supply Chain activities, and their staff, who want to expand their scope and understanding of the entire Supply Chain.
- Operations Managers who want to integrate supplier and customer relationship management into their operations.
- ERP Consultants who want to broaden their knowledge of overall Supply Chain processes and how to manage them with new technologies.
- Consulting firms working on Supply Chain reorganization projects for their clients.



Requirements

A **good knowledge of the English language** is required to attend the course, as the training materials and the final exam are in English.

The course requires a minimum number of 6 participants.



Training path

We designed **3 CSCP training paths**, delivered over 4/5 months by certified instructors:

- **Classroom path:** 5 training days (4 classroom days + 2 Live Webinar sessions of 4 hours each)
- **Live Webinar 40 hours path:** 10 sessions of 4 hours each
- **Live Webinar Flipped Class path:** 13 sessions of 1.5 hours each. This is aimed at those who already have good experience in Supply Chain/Operations Management and who want to systematize their knowledge with the international ASCM body of knowledge. In this version, participants are required to do pre-reading before the session, to then go into depth with the instructor on some key concepts, depending on the needs of the class.

The course includes:

- A training phase delivered by certified instructors
- A self-study phase with remote support from the instructor
- Strong interaction and experience sharing, enabling participants to enhance their personal knowledge and address issues that may arise within their organizations
- Simulation of the final exam with discussion of the results
- A self-assessment tool to identify knowledge areas
- An online learning system with tests, exercises, and simulations



Instructors

Advance School instructors, **certified ASCM/APICS instructors**, are Senior Managers with **over 20 years of experience** in End-to-End Supply Chain and Operations Management within multinational and well-structured corporate environments. Their extensive industry experience enables them to share **real-world experiences and successful case studies** with participants in the classroom, enriching the learning experience, stimulating discussion, and accelerating professional growth.



Training locations

Switzerland: Basel, Lausanne.
Italy: Milano, Bologna, Latina.



Exam and Certification

At the end of the course, the candidate may take the **final exam** in CBT (Computer-Based Testing) format at Pearson Vue test centers, coordinated by ASCM. The exam consists of a multiple-choice questionnaire with questions in English. After successfully passing the exam, ASCM will award the **CSCP certification – Certified Supply Chain Professional**.



Registration Fees

Fees are listed on the following websites:
Trainings in SWITZERLAND: www.advanceschool.ch
Trainings in ITALY: www.advanceschool.org



In-house trainings

In-House delivery mode is typically used when a client requests a **training course for a specific group of employees**. Advance delivers In-House courses either on-site or via Live Webinar throughout Switzerland and internationally through its team of instructors.

The In-House courses offered by the school can be either from the standard catalog or **customized according to the client's specific needs and objectives**. An experienced consultant from our team will conduct a detailed needs analysis and then develop a tailored training program.



How to register

To register please fill the **Enrolment Form**



“The APICS CSCP course provides both a theoretical and practical framework of Supply Chain Management concepts and best practices, making it a valuable tool for professional development and skill enhancement. The Advance instructor demonstrated great professionalism and the ability to relate the concepts to real-world scenarios, supporting them with concrete business examples.”

Andrea Sismo, Logistic Outbound Manager | Comer Industries

“The APICS CSCP program—reviewed annually and therefore always up to date—is an excellent tool for consolidating one’s skills. I am particularly satisfied with the Advance School classroom experience, both for the instruction delivered by Senior Managers who bring their real-world experience into the classroom, and for the opportunities to engage with other participants—all managers working in the Supply Chain at prominent companies.”

Giuseppe Ravenda, Director Global Supply Chain



COMPANY

ADVANCE is a leading training and consulting company with offices in Switzerland and Italy, collaborating with top Managers, Directors, and Management Consultants operating worldwide. Advance is ASCM Premier ELITE Partner, delivering APICS-certified courses that set the global standard for supply chain excellence.

MISSION

To develop excellent skills in Operations Management and contribute to the success of its partners, both companies and professionals. To achieve this, ADVANCE relies exclusively on accredited training programs and instructors with proven teaching and professional experience.

ABOUT ASCM

The Association for Supply Chain Management (ASCM) is the world's leading provider of research, training, and certification for supply chain excellence and innovation. APICS certifications - CPIM, CSCP, CTSC, and CLTD - are recognized worldwide as the benchmark for industry best practices. With over 43,000 members and more than 300 international partners, ASCM is transforming how businesses operate, drive growth, and serve clients globally.

WHY GET APICS CERTIFIED

Companies with APICS-certified professionals in their organization have the right skills to meet customer needs, reduce costs, and operate in an increasingly competitive environment.

Having APICS-certified resources on staff enables companies to:

- Leverage best practices to reduce costs and improve customer service
- Manage processes more effectively and efficiently
- Operate successfully in an increasingly competitive environment
- Build a common foundation of excellent competencies

For this reason, many multinational companies and management consulting firms consider APICS certification a fundamental step in their talent development strategies.



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