

APICS CPIM - Certified **in Planning and Inventory Management**



ASCM - Association
for Supply Chain Management



APICS CPIM - Certified in Planning and Inventory Management

The **CPIM – Certified in Planning & Inventory Management** program comprehensively and thoroughly covers all processes and best practices in the **Operations and Supply Chain Management** areas typical of a structured industrial environment.

It is the most well-known APICS program in the world, with over 100,000 CPIM certifications awarded.

CPIM



Course objectives

- Transfer knowledge and best practices in Operations and Supply Chain Management to manage the entire supply chain from supplier to customer;
- Introduce and explain in detail the professional terminology of the Planning & Inventory Management area, essential for operating in international environments;
- Increase organizational awareness by creating a common body of knowledge;
- Promote and facilitate the transition from knowledge to competencies;
- Prepare participants for the APICS CPIM – Certified in Planning & Inventory Management certification.





Detailed Program

→ *Module 1 - Supply Chains and Strategy*

Section A: Supply Chains, the Environment, and Strategy

Supply Chain and MPC Overviews
Strategy Overview
Mission, Vision, and Values

Section B: Environment Analysis and Strategic Scope

Analyzing the External Environment
Analyzing the Internal Environment
Strategic Scope

Section C: Developing and Managing Strategy at Various Levels

Order Qualifiers and Winners
Generic Strategies
Functional and Operational Strategies
Aligning Facility Strategy
Executing, Monitoring, and Changing Strategy

Section D: Performance Monitoring and KPIs

Performance Monitoring Systems
Strategic, Financial, and Operational Metrics



"I am extremely satisfied with the CPIM training organized by Advance School. This experience was more than just a course; it has been a true immersion in an innovative project carefully designed by the Advance team in collaboration with us as sponsor to fully meet our requests and the specific challenges of our industry. This training not only enriched the knowledge in Operations and Supply Chain management within our organization, but also provided us with a profound insight into how innovation and collaboration can shape successful training programs. The instructor, Marc, proved to be a high-level professional; his expertise in Supply Chain and his ability to lead such an ambitious project were crucial to the course's success."

Dario Cogo, Global Head of Clinical Trial Supply Management | Novartis International AG

→ *Module 2 - Sales and Operations Planning*

Section A: S&OP Purpose and Process

S&OP Overview and Key Linkages
S&OP Roles and Process
Integrating and Balancing Roles of S&OP

Section B: Aggregate Demand and Supply Plans

Aggregate Demand and Supply Plans
Production Planning Grid and Production Methods
Resource Planning for Capacity and Marketing Strategies
Resource Planning as Capacity Check, HR, and Strategic Buffers

Section C: Reconciling S&OP Plans

Synchronizing Supply and Demand
Tradeoffs, Alternatives, and Approved Plan

→ *Module 3: Demand*

Section A: Demand Management

Demand Management Overview
Customer Segments and Strategic Objectives
Customer Relationship Management
Customer Service Methods
Customer Metrics
Influencing Demand and Product Designs

Section B: Sources of Demand/Forecasting

Demand Channels and Sources
Forecasting Overview and Selection
Qualitative Forecasting
Quantitative Forecasting

Section C: Forecast Performance

Evaluating Forecast Performance
Forecast Management

→ *Module 4: Internal Supply*

Section A: Functional and Operational Strategies

Analysis for Functional and Operational Strategies

Section B: Environments, Types, and Layouts

Push-Pull Strategy and Manufacturing Environment
Product-Process Matrix
Determining Process Type and Layout
Service Design and Project Management for ETO or Improvements

Section C: Creating the Master Schedule

Master Scheduling Overview
Product Structure Impact on Master Scheduling
Creating the MPS

Section D: Rough-Cut Capacity Planning and MPS Validation

Rough-Cut Capacity Planning
Master Production Schedule Validation

Section E: Using and Maintaining the Master Schedule

Using the Master Schedule
Maintaining the Master Schedule

Section F: Material Requirements Planning

MRP Overview and Design
MRP Inputs, Process, and Outputs
Using and Managing MRP

Section G: Capacity Requirements Planning, Order Promising, and Final Assembly Scheduling

Capacity Requirements Planning
Available-to-Promise, Capable-to-Promise, and Order Promising
Final Assembly Scheduling

Section H: Changes and Supply Disruptions

Supply Disruptions Overview
Replanning and Revision

→ *Module 5: External Supply and Key Support Functions*

Section A: Suppliers and Procurement

Supply and Purchasing Planning
Supplier Relationships and Strategies
Capable Suppliers and Contracts

Section B: Purchasing and Maintenance

Purchasing Cycle and Contract Buying
Supplier Performance

Section C: Risk Management

Risk Management Process
Identifying, Assessing, and Managing Risks

Section D: Sustainability Strategies

Sustainability Overview
Sustainability Strategy and Standards
Impact, Mitigation, Metrics, and Reporting

Section E: Waste Hierarchy and Reverse Logistics

Waste Hierarchy
Reverse Logistics and Product Disposition

→ *Module 6: Inventory*

Section A: Inventory Planning

Purposes and Goals of Inventory
Inventory Types and Classifications
Inventory Policy

Section B: Inventory Costs, Basic Accounting, Costing, and Metrics

Inventory Costs Overview
Accounting and Costing
Variance Analysis
Financial Performance Measures and Inventory Finance

Section C: Inventory Management

Push or Pull Replenishment
Economic Order Quantity and Lot-Size Rules
Safety Stock and Safety Lead Time
Special Inventory and MRO Supplies

Section D: Inventory Control

Inventory Storage, Flow, and Handling
Inventory Accuracy

→ *Module 7: Detailed Schedules*

Section A: Planning Detailed Schedules

Detailed Scheduling and Throughput
Production Activity Control

Section B: Scheduling and PAC Methods

Intermittent/Flow Manufacturing, Scheduling, and PAC
MRP-Based Scheduling and PAC
Lean Environments, Scheduling, and PAC
TOC Scheduling and PAC
Nonstandard Demand

Section C: Creating Production and Service Schedules

Capacity Planning and Service Capacity
Capacity Requirements Planning (CRP)

Section D: Managing Detailed Schedules and Scheduling Materials

Labor/Production Scheduling and Managing HR
Execution and Capacity Performance

→ *Module 8: Distribution*

Section A: Planning Distribution

Distribution and Inventory Planning
Network Configuration
Design or Redesign a Logistics Network
Evaluate Network and Transportation Requirements
Evaluate Facility Requirements
Make Facility Number and Type Decisions
Understand Different Network Modeling Approaches
Distribution Plans

Section B: Replenishment

Replenishment Planning
Distribution Requirements Planning

Section C: Order Management, Trace/Track, and KPIs

Customer Order Management
Inventory Traceability and Tracking
Distribution Performance KPIs



“After 7 years of working in supply chain, I felt the need to expand my knowledge in this field. Advance School, with the APICS CPIM program, gave me exactly what I was looking for, thanks to the wide range of topics covered and the expertise of the instructors. Thanks to the course, my skills have grown, and my company has now involved me in strategic supply chain activities.”

Eleonora Rebecchini | Supply Chain Engineer and Production Manager

“BASF has been investing in APICS training at the corporate level for years. In our Italian plant, we decided to rely on Advance School both for in-house courses and to enroll our high-potential talents in inter-company programs, and we have been very satisfied with the professionalism of the instructors and their ability to clearly explain APICS concepts, enriching them with useful practical examples.”

Mario Serranti, Supply Chain & Purchasing Manager | BASF

→ *Module 9: Quality, Business Investments, and Continuous Improvement*

Section A: Quality

Quality Planning and Assurance/Control
Measuring Quality Costs
Quality Tools

Section B: Capital Equipment and Facilities

Business Planning and Capital Budgeting
Total Productive Maintenance and Health, Safety, and Environment

Section C: Technology

Requirements, Gap Analysis, and Selection
Implementing and Maintaining Technologies
Technologies

Section D: Continuous Improvement

Continuous Improvement Strategies
Lean
Employee Empowerment
Relationship Improvement Tools
Structured Problem-Solving Tools
Additional Process Improvement Tools
Work Area Design
Process Variation



“At ST, we have been working with APICS tools and certifications for a long time, and we consider APICS best practices a fundamental part of the training and professional development of our people in the Supply Chain field. Our collaboration with Advance School has enabled us to achieve excellent levels of expertise and to increase our competitiveness in the supply chain, thanks to training delivered by Senior Managers who bring their own experience into the classroom and present business cases that closely reflect the complex reality we face in a global environment.”

Alberto Della Chiesa, Executive Vice President Supply Chain | STMicroelectronics

“The instructor’s extensive experience in the Supply Chain field, combined with a passion for teaching, made the course a unique experience.”

Plant Manager | Rotork



Who the course is for

- Supply Chain and Logistics Managers and staff within the function
- Management Consultants
- Production and Quality Managers and their teams
- Plant Managers
- Procurement Managers
- Newly hired personnel to be quickly integrated into the company, particularly in the Supply Chain or Production areas
- ERP Consultants
- Personnel involved in Lean Six Sigma projects
- Production Planning Managers



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 CPIM training paths**, delivered over 6/8 months by certified instructors:

- **Classroom path:** 7 training days (5 classroom days + 4 Live Webinar sessions of 3 hours each)
- **Live Webinar 45 hours path:** 15 sessions of 4 hours each
- **Live Webinar Flipped Class path:** 15 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 **CPIM certification – Certified in Planning and Inventory Management**.



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**



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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