



Approach Your Boss for Support

To earn the APICS Certified in Planning and Inventory Management (CPIM) designation

You know the benefits that CPIM certification and the CPIM Learning System will bring to you and your organization. Now it's time to ask for the support of your manager. We can help!

Use this document to make a case for your training request, draft discussion points for an in-person meeting, and craft an initial email to your boss.

Making Your Case for Training Support

Before you approach your boss, consider your answers to the questions below. It will be much easier for your employer to approve your request if you can show that this training will not only benefit you and your career, but the entire organization. Use these questions and answers as discussion points for an in-person meeting.

- 1 What are the current initiatives at your company or within your department? How can planning and inventory management training help you meet these challenges and influence your company's business objectives?
- 2 Will you complete the CPIM Learning System only for professional development and skills? Or are you also interested in pursuing CPIM certification and taking the CPIM exams?
- 3 What parts of the CPIM Learning System interest you the most and how will your new skills and knowledge benefit your company? Even if training isn't currently a high priority at your company, discussing how it will benefit your department and your company can help your supervisor justify the investment. Use the "Program Content" sheet to point out specific topics.
- 4 How much will your training cost in terms of out-of-pocket expenses? Will your training qualify for any tuition reimbursement or assistance programs, department training budgets, or state-funded training grants?



Doing some research in advance and preparing a budget will help your supervisor make an informed decision. We also recommend you provide your supervisor with the **Top Five Reasons My Employer Will Benefit**.



5

Ways Your Organization Will Benefit From Your CPIM Certification

There are many reasons to pursue the APICS Certified in Planning and Inventory Management (CPIM) designation. Once you set your certification or professional development goal, it's time to talk to your manager. Help your manager understand the value of certification and build a business case for certification and training as a worthwhile investment. Schedule a meeting with your manager and arrive prepared with the powerful talking points provided below. They demonstrate why your organization should support your efforts to prepare for and attain the CPIM certification.

- 1 MY KNOWLEDGE WILL BE CURRENT AND RELEVANT**

The CPIM credential is recognized worldwide as the standard in planning and inventory management. It's based on a comprehensive body of knowledge, best practices and standards for the operations and supply chain management profession. It was developed, in part, by surveying industry professionals to ensure real-world relevancy. Through this program, I will learn what internal operations management professionals need to know and how to put that knowledge to work.
- 2 I WILL LEARN PRACTICAL SKILLS THAT WILL IMPACT MY JOB IMMEDIATELY**

When I prepare for the certification exam with the CPIM Learning System, I won't be simply memorizing a textbook, I'll be applying concepts and understanding best practices for handling day-to-day business as well as unexpected scenarios. I'll be learning to manage and integrate inventory control and operations management activities which can lead to improving our current processes and implementing better ones in the future.
- 3 THIS CERTIFICATION IS DEVELOPED WITH EMPLOYERS IN MIND**

Now, more than ever, operations teams are required to assume a greater role, contributing to and advancing their organizations' bottom line. The CPIM program has recently been updated to streamline the time it takes to achieve the CPIM ensuring that I gain the skills to make an impact on this organization more quickly and apply what I learn to benefit our company sooner. Achieving my certification means I'll be ready to take on new roles and responsibilities. I will be better equipped to align our business objectives to streamline operation and impact profits.
- 4 MY KNOWLEDGE AND SKILLS WILL BE GLOBALLY RECOGNIZED**

We live and work in a global economy and my skills need to be globally applicable. Earning this certification will give me the recognition and flexibility to use my knowledge, skills and competencies anywhere our organization operates, now and in the future.
- 5 MY CERTIFICATION AND TRAINING IS PROVIDED BY THE LEADING ADVOCATE FOR OPERATIONS MANAGEMENT PROFESSIONALS**

APICS has represented the supply chain, operations and logistics community for nearly 60 years, and has over 45,000 members worldwide. Training of this caliber and reliability provides an opportunity from which our whole organization can benefit—ultimately saving our organization time and money through improved productivity, collaboration and innovation.

CPIM

CERTIFIED IN PLANNING AND INVENTORY MANAGEMENT

STEPS

1 Decide if CPIM is right for you

By earning the APICS CPIM, you become a recognized expert in operations and a valuable asset for your organization. Commit yourself to a higher level of knowledge and skill, boost your career prospects and help any organization stay competitive in today's economy. Wherever your career takes you, your CPIM certification defines you as an operations expert and leader.

CPIM content is broken down into two parts.

CPIM Part 1 and CPIM Part 2 exams must be passed within three years of each other to earn the CPIM designation.

CPIM Part 1

Module 1: Supply Chain Overview
Module 2: Fundamentals of Demand Management
Module 3: Plan Supply
Module 4: Executing the Supply Plan
Module 5: Inventory Management
Module 6: Continuous Improvement and Quality Management and Technologies

CPIM Part 2

Module 1: Strategy
Module 2: Sales and Operations Planning
Module 3: Demand
Module 4: Supply
Module 5: Inventory
Module 6: Detailed Schedules
Module 7: Distribution
Module 8: Quality, Continuous Improvement, and Technology

2 Choose your learning option

All certification prep starts with the APICS Learning System, but we offer different study options to help you find the right study method for your schedule and learning style. Choose between self-study, instructor-led, or instructor-supported. Customized group training options are also available.

Self-study

Allows you to study on your own when and where your schedule allows by combining printed books with the online interactive platform. Self-study is ideal for self-starters and those with variable schedules.

CERTIFICATION ROAD MAP

Earning the APICS Certified in Planning and Inventory Management (CPIM) designation shows comprehension of your organization's operations through a deep understanding of materials management, master scheduling, forecasting, planning and how it applies across the extended supply chain. This road map is a step-by-step guide on how to become a CPIM.

Instructor-led

Classes are offered in-person and online by APICS partners worldwide. Instructor-led classes allow you to learn from an APICS-recognized instructor and benefit from valuable peer discussion.

Instructor-supported

Online classes are ideal for those who want instructor support but can't attend classes at a set time. You will have an instructor, but there is no required meeting time, so you can complete the assignments on your own schedule.

Corporate Group Training

Training programs are built to suit your organization's specific learning styles, schedules, group sizes and locations.

3 Prepare for the exam

The APICS Learning System is a combination of print and interactive digital materials including quizzes, flashcards and downloadable content. It dynamically serves up the content and tools you need to fill your unique gaps and create efficiency in your studying. The Assess, Study and Practice components are designed to help you retain the information.

Assess:

Measure your knowledge with the online assessment.

Study:

Study the learning system modules, flashcards and practice quizzes.

Practice:

Build exam day confidence with a CPIM practice test.

Studying with the APICS Learning System increases your preparedness and chances of passing the APICS Exam.

4 Schedule and pass your exam

On average, we recommend 100 hours of study time to pass each exam, but you may need more or less time depending on your experience. Candidates who test within three months of their studies are more likely to pass their exam, so purchase and schedule your exam accordingly.

The exams each consists of 150 questions, and you will have 3.5 hours to complete them. The CPIM score range is 200 to 350. Scores 300 points and above are considered passing, and any score 299 points or below is a failing score.

APICS exams are administered via computer-based testing (CBT) at Pearson VUE test centers worldwide, and online through the OnVue system.

5 Display your new credential with pride!

Use your certification credential letters at the end of your name on your resume, LinkedIn profile, and business cards.

Ready to get started?

Purchase the CPIM Part 1 Learning System today or streamline your certification preparation with the discounted learning systems + exams bundle. Bundle purchasers must take and pass both CPIM exams within 12 months after bundle purchase date. You must redeem the exam credits for Authorizations to Test (ATT) within 6 months of the bundle purchase. The ATTs are valid for 6 months to schedule and take the exams.

Visit ascm.org/cpim to get started!

ASCM PLUS Member Pricing	ASCM CORE/Non-Member Pricing
CPIM Part 1 Learning System \$395 <i>Members save \$155!</i>	CPIM Part 1 Learning System \$550
CPIM Part 2 Learning System \$495 <i>Members save \$195!</i>	CPIM Part 2 Learning System \$690
CPIM Part 1 Exam \$495 <i>Members save \$195!</i>	CPIM Part 1 Exam \$690
CPIM Part 2 Exam \$495 <i>Members save \$195!</i>	CPIM Part 2 Exam \$690
Learning System + Exam Bundle \$1,692 <i>Members save \$188 when you buy the bundle!**</i>	Learning System + Exam Bundle* \$1,912 <i>Non-members save \$708 when you buy the bundle!**</i>

*Includes ASCM PLUS Membership

**Savings compared to purchasing CPIM Learning Systems and Exams separately.

CPIM Certification: Employer Funding Email Template

Do you want to reach out to your employer about funding your certification preparation? You may want to start out with sending an email to your manager. We've provided an email template below with three different messaging options to help get you started.

<REPLACE AND/OR REMOVE BLUE TEXT PRIOR TO USING THIS TEMPLATE>

Subject: Training Opportunity

Dear <<insert manager name>>,

Alternative 1: Help Meet Company/Organization Goals

I've been thinking about <<insert organization name>>'s commitment to <<insert company strategy/goal>> and how our team can be a proactive player in its achievement.

I've found a great training program that teaches <<key topics addressing strategy/goal>> which I feel are vital knowledge areas and skills that can help me and others on our team make a difference.

Alternative 2: Help Meet Personal/Team Goals

I know you're always on the lookout to find great training programs that will help our team stay at the forefront of operations management best practices. I've found a program that will help me <<and the rest of the team>> meet <<our/my>> 2021 training goals while building our credibility within the organization and beyond.

Alternative 3: Value of Training/Credentials

I'm writing you in hopes that you will support my goal of advancing my knowledge and practical skills. The return on investment in professional development can be exponential, both from an individual and organizational standpoint. I've found a program that is practical and extremely relevant to my position.

The APICS Certified in Planning and Inventory Management (CPIM) program is recognized worldwide as the standard in production management and inventory control. The topics covered in the program were developed by APICS, subject-matter-experts and business leaders worldwide with a goal of improving internal operations, planning, and inventory management as well as job effectiveness. In addition, I'd have the flexibility to study on my own through a self-study format, or enroll in a local or online course.

The CPIM Learning System will not only help me increase my operations management knowledge, it can also help me prepare for the APICS CPIM certification exams. By participating in the training and earning my certification, I can make a positive impact on our organization in many ways, and here are just a few of them:

- [Include examples here](#)
- [Include example here](#)

Thanks for considering this educational opportunity. I would be happy to discuss the details of this opportunity in person.

Sincerely,

<<insert your name>>

