

Take Ownership in Your Career

How Associations Can Help you Reach Professional Goals

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APICS

Introduction:

Principal consultant for ERP System Implementation in Small to Medium Enterprise (SME) and Multi-National organizations in manufacturing and instrumentation, logistics, safety & mining equipment, life and health services, textile and other industries over a 15 year period

National Distribution Manager for SABMiller in South Africa, and Amalgamated Beverage Industries (ABI) a Coca-Cola Franchise

Past President of SAPICS – Your Supply Chain Network. A Supply Chain Management Association for Southern Africa, responsible for successful turn-around

Ensuring APICS Certifications and Body of Knowledge; and other USA association certifications are more accessible across the globe. APICS Recognized Instructor and Trainer for The Fresh Connection – Supply Chain Simulation game.

Introduction: Who is APICS & APICS SCC

As the leading supply chain and operations management association, APICS knows supply chains are a strategic asset. (see Supply Chain World March 02, 2014)

APICS partners with individuals and companies to strengthen and validate supply chain knowledge. Through its education and certification programs, APICS builds an engaged and highly competent workforce that becomes a key contributor to success.

APICS is a network of motivated and talented individuals that fosters collaboration and career development. Individuals with APICS designations earn up to 21% more than their peers.

Where the best supply chain learning is available to the future leaders of our organisations.

*In terms of **Association Certifications** (eg, APICS, ISM, SCC) as markers of supply chain talent, please name your top 3, where 1=most valuable*

Top 10 Associations	Weighted totals
1. APICS-The Association for Operations Management (CPIM/CSCP)	857
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http://www.supplychain247.com/article/scm_worlds_top_10_associations_top_15_universities

APICS Finalizes Merger with Supply Chain Council

The merger unites two industry leaders with complimentary offerings to create the premier global provider of supply chain research, education and certification programs.

Together, SCC and APICS offer a single-source solution for individuals and corporations looking to evaluate and improve supply chain performance.

Both APICS and SCC believe that this combination creates a global leader in supply chain solutions, poised to benefit members, customers, partners and employees in several important ways.

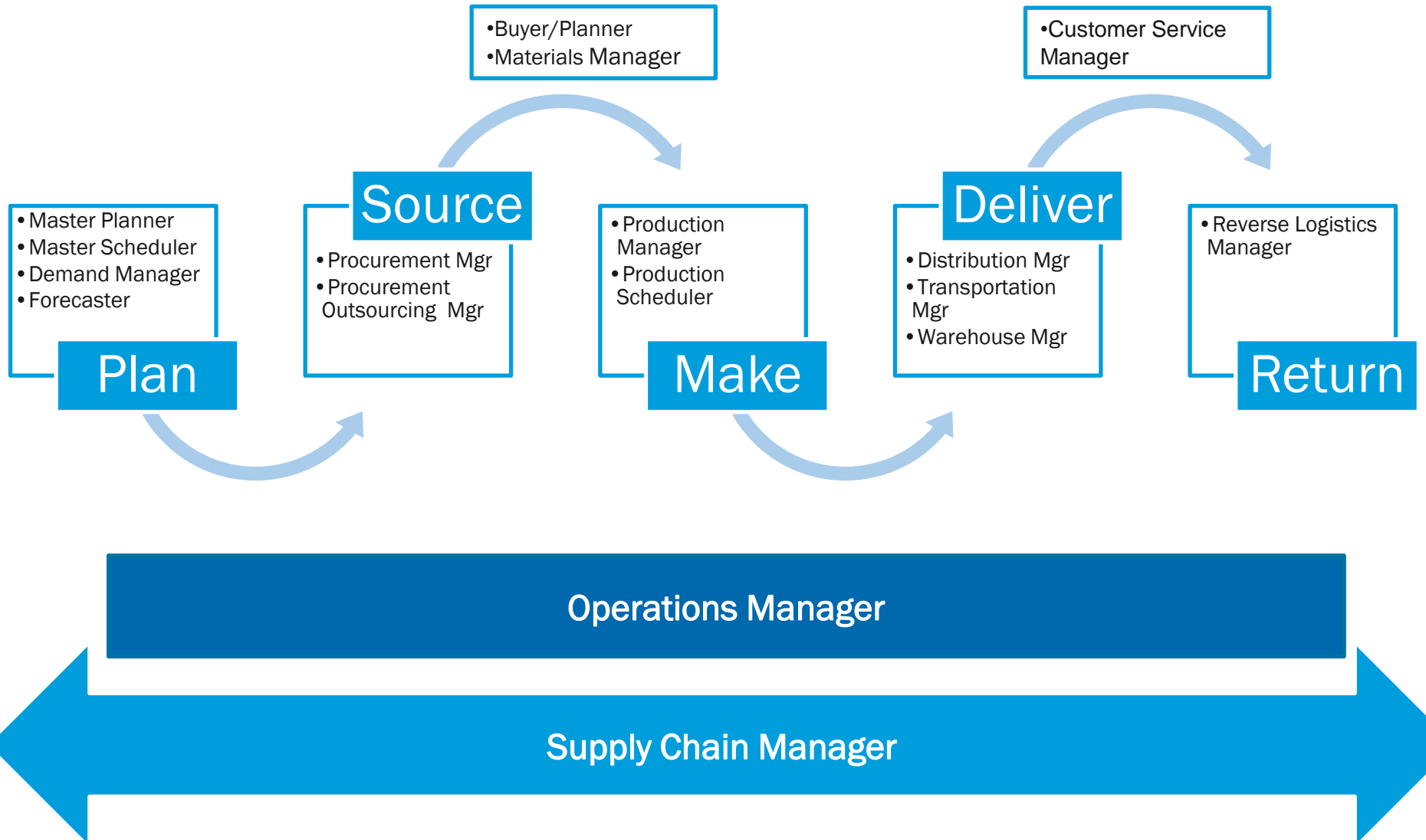
Why Operations Management?

A Bright Career Choice

Operations and Supply Chain Management: The Definition of Adding Value

- Meeting customer demand in the most efficient way
- Ensuring business goals are met
- Increasing revenue by differentiating products and services
- Reducing cost of production and distribution
- Coordinating functions across the business
- Moving beyond better, faster, cheaper
- Laying the foundation for innovation

People Advancing Supply Chain Today



Operations Management – A Top Career

According to 2014 US News and World Report

- 244,100 jobs in the US
- 12.4% growth rate between 2012 - 2022
- \$95,440 median salary (\$65,860 (25%) - \$145,210 (75%))
- 4.1% unemployment rate
- #5 best business job; #42 best job overall
- Above average upward mobility
- Above average stress
- Average flexibility
- Bachelor's or master's degree
- APICS certifications often preferred

#1

Operations Management: A Bright Career Path?

- A well-rounded education in business management is only complete with a working knowledge of operations management (OM).
- OM provides knowledge of analytical tools, management concepts such as: supply chain management, total quality management, lean, and environmental sustainability.
- The study of OM enables business leaders to solve real-world problems; form planning work and productivity targets on the department level to manage operations on a global scale and is a logical pathway into Supply Chain Management careers.

Operations Management: A Business Critical Function

- OM is about how businesses manage the design, production and distribution of goods and services to the marketplace.
- Since all all organizations either produce tangible products or perform services, they are engaging in OM.
- OM touches all aspects of a business.

Operations Management: Road to Career Success!

- OM professionals play important roles in almost every business.
- Large variety of job roles and functions that fall under OM.
- OM is increasingly a global economy career.
- OM professionals earn very competitive salaries.
- OM professionals are increasingly making their way to Executive Office positions.

Role of the Operations Manager

- Make decisions about how business are organized to perform the information, production, and services activities that best realize the goals and objectives of the organization.
- Measure the performance or processes that enable the organization to assess how well it is meeting its business targets and pin-point where it needs to make improvements.
- Effectively manage a company's costs (efficiencies) while improving customer service (responsiveness).

Functions of the Operations Manager

- Designs products, services and processes by which the organization gains value and secures competitive advantage.
- Plan and control the delivery of products and services at each stage in the supply chain from supplier to customer.
- Oversee the development of the methods and standards defining operations and process performance.
- Organize, identify, design the sequencing of processing tasks
- Assign the necessary resources for the production of goods and services.

Functions of the Operations Manager

- Determine quantitative techniques and information technology tools to be used in planning and managing production, inter-enterprise processes, and supply chain processes.
- Analyze business processes to eliminate wastes, errors, and productivity gaps and search for improvements.
- Perform ongoing cost management and trade-off analysis to optimize processes, reduce overall costs, and make the right decisions.
- Solve process problems by investigating symptoms and causes, performing diagnostics, and implementing solutions.

Certifications matter - Aug 2014

SUPPLY CHAIN

3 Supply Chain Certifications That Will Help You Land That Dream Job



With multiple supply chain certification choices it seems that many

Latest News & Press

Apple iPhone 6 Screen Glitch Leaves Supply Chain Scrambling



Supply chain sources said display panel production suffered a setback after the backlight that helps illuminate the screen had to be revised.

Global Logistics Sector to Grow 3% Annually

http://www.supplychain247.com/article/3_supply_chain_certifications_that_will_help_you_land_that_dream_job

APICS Certifications – Applied Knowledge

Certified in Production and Inventory Management (CPIM)

- Gain in-depth knowledge of production and inventory management
- Enhance your credibility within your organization
- Prove your knowledge and skills to streamline operations

apics.org/cpim

Certified Supply Chain Professional (CSCP)

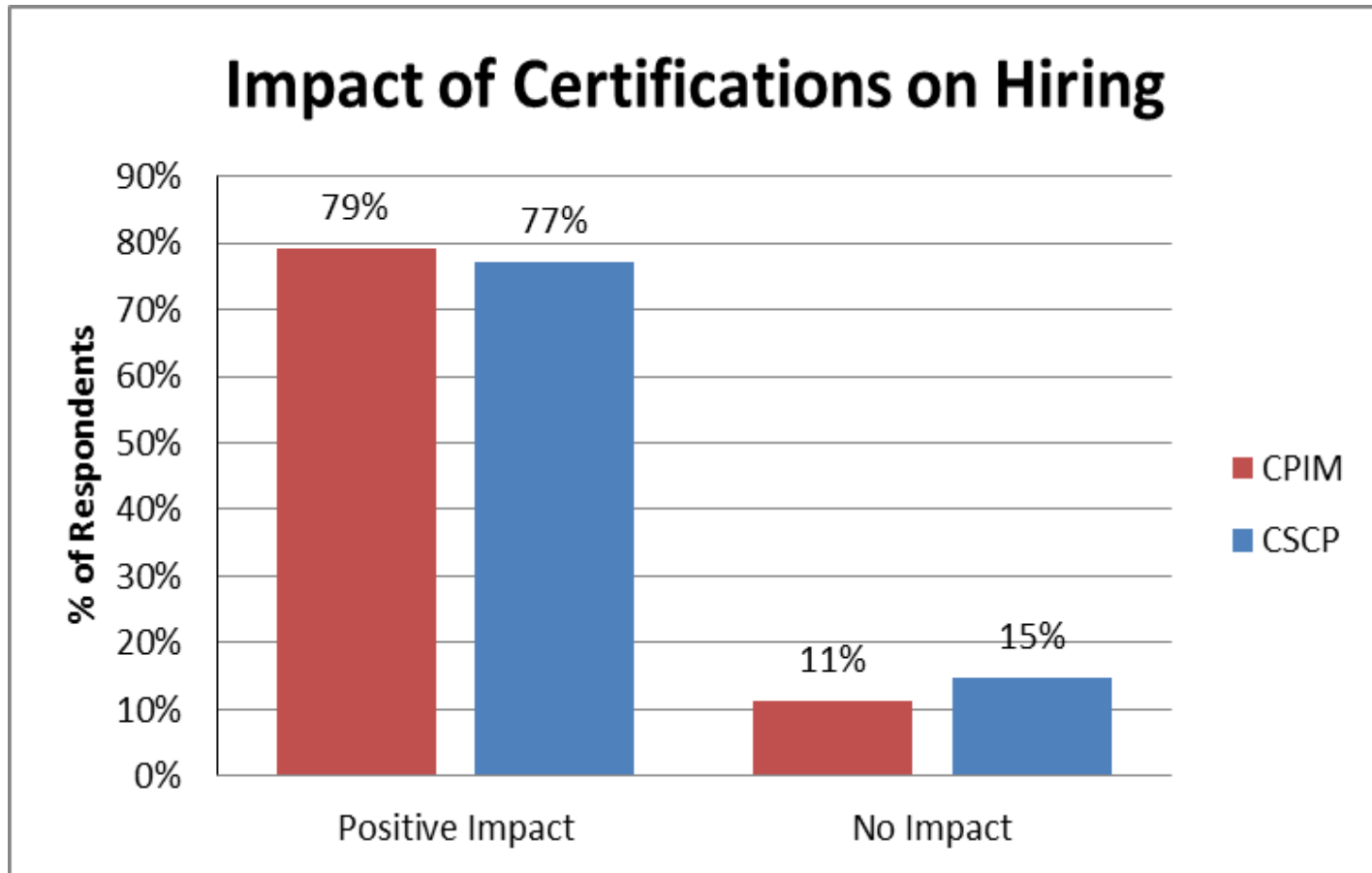
- Demonstrate mastery of end-to-end supply chain
- Reduce your organization's costs
- Increase customer satisfaction
- Implement global supply chain best practices

apics.org/cscp

Certifications from Associations Matter

To professionals looking for a job

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Source: APICS Foundation 2013 Employment Outlook Report

Certifications matter - Aug 2014

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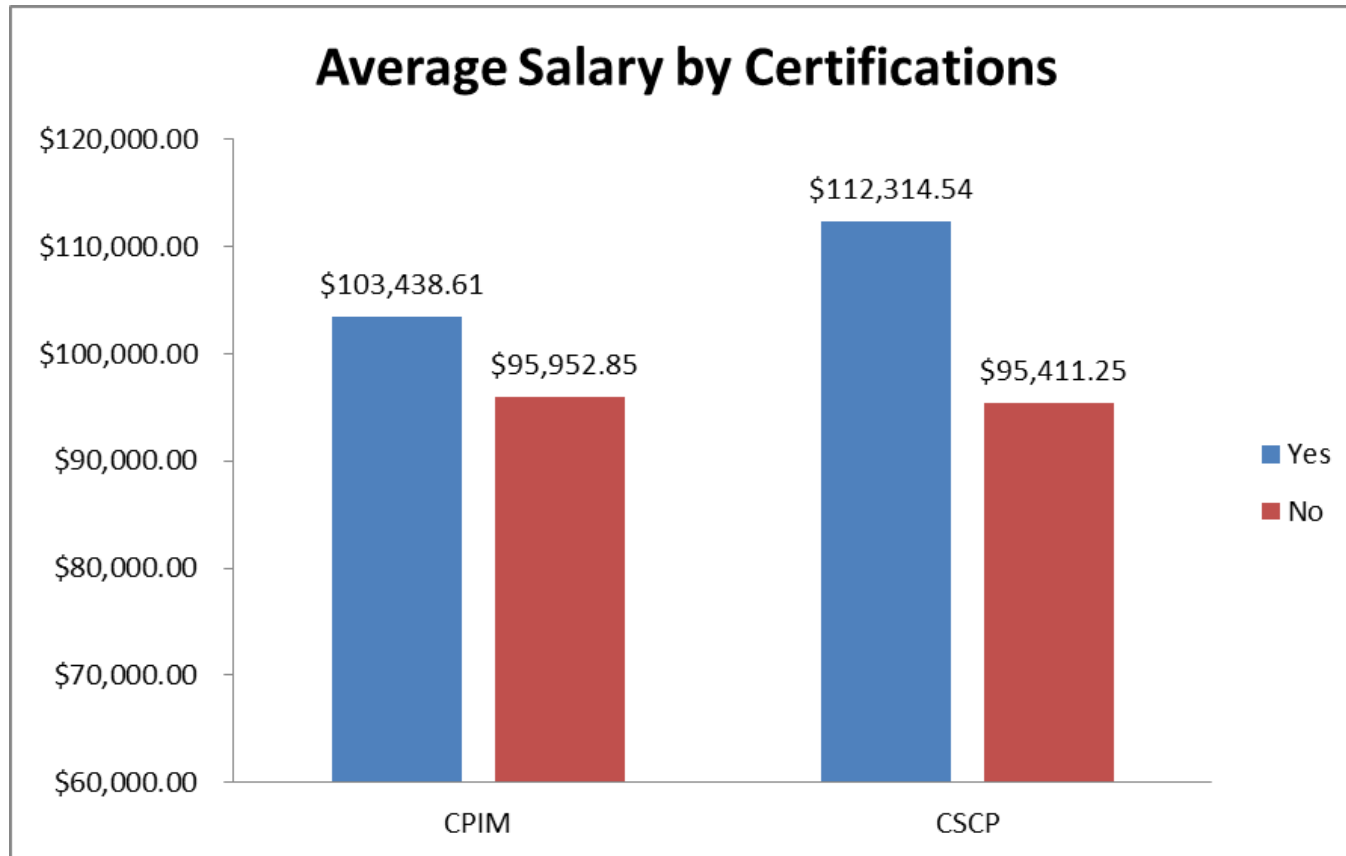
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[Global Logistics Sector to Grow 3% Annually](#)

Certifications from Associations Matter

Not only to corporations but to the success of individuals!

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Source: APICS Foundation 2013 Employment Outlook Report

APICS Employment Outlook Report

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Operations Manager - Average Total Compensation by Geographic Area

Geographic Area	Average
North West	\$ 92,830
South West	\$ 113,446
North Central	\$ 87,447
Midwest	\$ 102,150
South Central	\$ 106,902
North East	\$ 106,472
South East	\$ 103,066
Canada	\$ 79,555

APICS Employment Outlook Report

...Emerging Pay Equity # 5

Average Total Compensation by Age and Gender

Age Range	Female	Male	Average
<=25**	\$ 59,051	\$ 52,600	\$ 54,751
26-30	\$ 57,347	\$ 60,417	\$ 59,301
31-35	\$ 72,353	\$ 84,949	\$ 80,517
36-40	\$ 81,533	\$ 99,497	\$ 96,036
41-45	\$ 85,220	\$ 103,944	\$ 96,811
46-50	\$ 99,537	\$ 112,200	\$ 108,391
51-55	\$ 91,564	\$ 128,867	\$ 118,505
56-60	\$ 93,357	\$ 117,042	\$ 110,134
61-65	\$ 108,883	\$ 120,065	\$ 116,819
66+**	\$ 65,587	\$ 103,443	\$ 98,711

APICS Employment Outlook Report

...But there is parity at higher levels!

Average Total Compensation by Education Level and Gender

Education Level	Female	Male	Average
	High School	\$ 73,539	\$ 80,572
Associate/Technical	\$ 65,146	\$ 86,216	\$ 78,617
Bachelor	\$ 76,513	\$ 102,629	\$ 94,639
Master	\$ 111,132	\$ 111,292	\$ 111,248
MBA	\$ 113,392	\$ 125,090	\$ 122,360
Ph.D.**	\$ 114,131	\$ 116,435	\$ 115,612

Information on Companies that support Associations:

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- Gerdau
- Boeing
- Embraer
- Du Pont
- BASF
- Emerson
- Novartis
- Cooper Industries
- Northrupp Grumman
- Unilever
- Caterpillar
- John Deere
- Schlumberger
- Lockheed Martin
- Pfizer



Operations Management as a Career Path

APICS View on Talent
Development

"Talent development in supply chain remains **a hot topic** among SCM World members. I am regularly fielding requests for recommendations of potential candidates who know the basics but can also rise to meet their counterparts in sales, engineering or finance on a level playing field. **APICS and the Supply Chain Council** have many of the ingredients needed to professionalize this emerging career path."

SAPICS Future Supply Chain Prof. Pic

Kevin O'Marah
Head of Faculty
SCM World

Associations are connected

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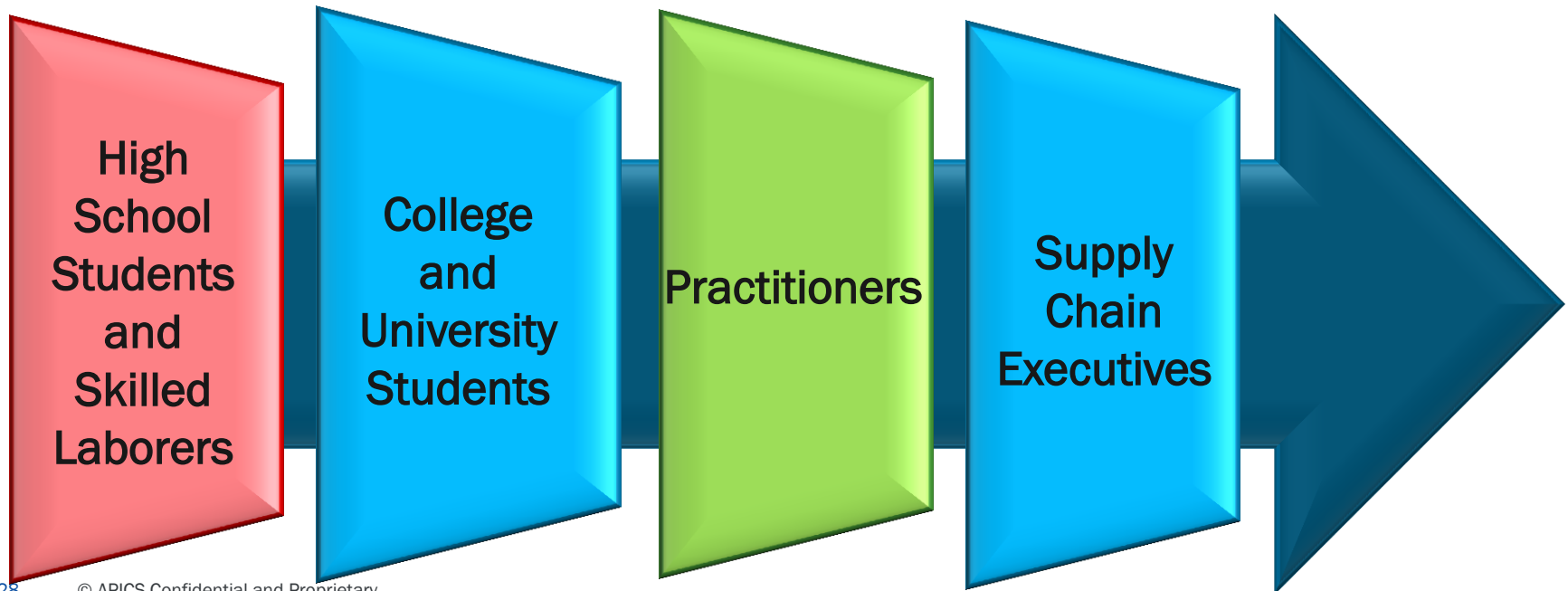


- Over 100,000 Certified in Production and Inventory Management – APICS CPIM
- Over 15,000 Certified Supply Chain Professionals – APICS CSCP
- In over 100 countries
- Supported by over 300 professional and 200 student partner organizations
- And over 2,000 volunteer subject matter experts

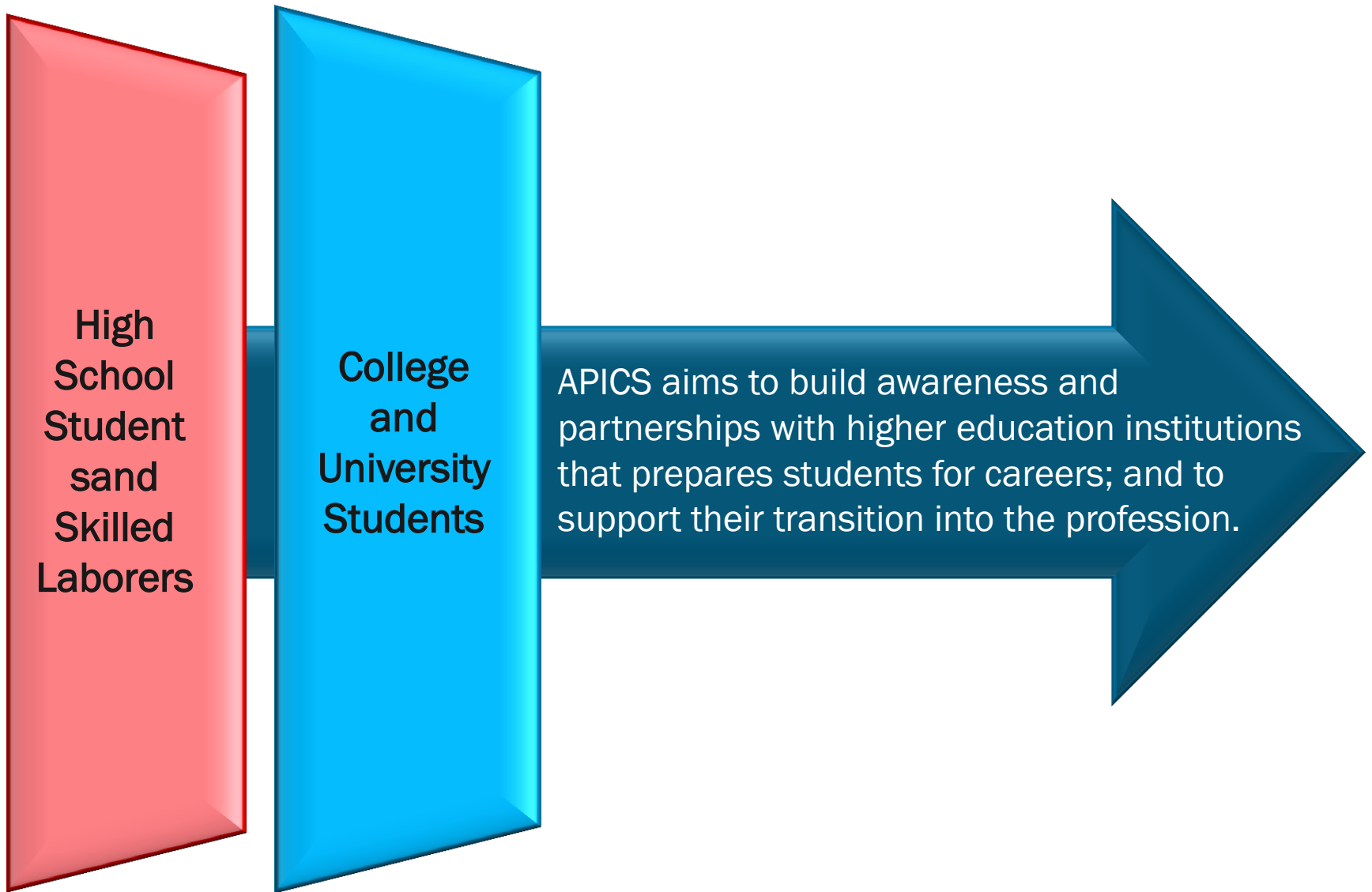
Associations are committed

APICS is dedicated to creating pathways for high demand supply chain management careers. This means they:

- Partner to prepare individuals for those careers in the most effective way possible;
- Provide opportunities to gain the knowledge needed to do strategic and meaningful work and ultimately advance careers



Fostering Careers from the Beginning



Developing the Talent Pool:

An (Association+Industry+University) partnership

- APICS builds and validates the standard body of knowledge from which the supply chain and operations management profession is based.
- Across the globe, top schools are able to recruit and place the vast majority of their graduates, but this talent pool is not adequate in size to meet market demand.
- APICS has set out to help emerging supply chain programs in universities around the world to develop graduates who meet the needs of companies.

Developing a Talent Pool that will Lead in the Future

- Increasingly, companies are realizing that they must also take responsibility for providing a variety of experiences to new hires so they can develop a broad understanding of the business the strategic role supply chain plays in achieving corporate goals.
 - [SemEP August 2014](#)
 - [Supply Chain 247, March 02 Report](#)
- Degree-based education is sometimes not enough. Employers are looking for students with internship or work experience and the ability to apply their education on-the job.



Supply Chain 247 – March 02, 2014

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Behind the Numbers:

Supply Chain 247, March 02 2014

*“However carefully one scrutinises the lists, two takeaways should dominate the discussion: first is that **business wants cross-functional supply chain knowledge** rather than narrow technical skills. And second is that the scramble to provide it is suddenly heating up.*

Cross-functional skill development emerges decisively from both the academics and the associations.”

Student Case Competitions

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The Fresh Connection APICS Global Student Challenge

www.thefreshconnection.biz

- Participants are students from business schools, universities and universities of applied sciences.
- The virtual producer of fruit juices, The Fresh Connection, is delivering to retail channels. As the company is suffering severe losses, a new management team has been appointed. Four participants take up a role in this new management team.
- The team has the assignment to make the company profitable again by realizing the highest possible ROI. The participants do this by making strategic and tactical decisions and optimizations in the complete value chain.
- Finalists from around the world in 2014 compete at the APICS international conference in New Orleans.

2015 TFC Global Student Challenge is Open!

James Greathouse Scholarship

- Select recipients seeking the APICS Certified in Production and Inventory Management (CPIM) *or* the Certified Supply Chain Professional (CSCP) designation may qualify for vouchers for APICS CPIM or CSCP courseware and exams. The certification must be completed within two years of the scholarship award.

George & Marion Plossl Doctoral Dissertation Fellowship

- Supports dissertation research on any topic relevant to the supply chain or operations management discipline(s) that has the potential to yield novel managerial and practical insights.
- Scholarship winners present their research at the APICS International Conference and Expo.

- Job board that matches participating professionals, who post resumes with potential employers post positions.
- Includes white papers, webinars, presentations, and career advice for APICS members.
- Career packs for specific job-functions.
- Online resource accessed via APICS.org.

APICS Resources for Career Development

Operations Management Employment Outlook

The Operations Management Employment Outlook report provides year-to-year comparisons and trend analysis where appropriate. A full report will be available annually from APICS. The data are collected quarterly from a random sample of a 30,000-member database of operations management professionals worldwide.

Understand hiring, salary, and in-demand skills trends in supply chain and operations management.

[APICS members: Access the members-only full report](#)

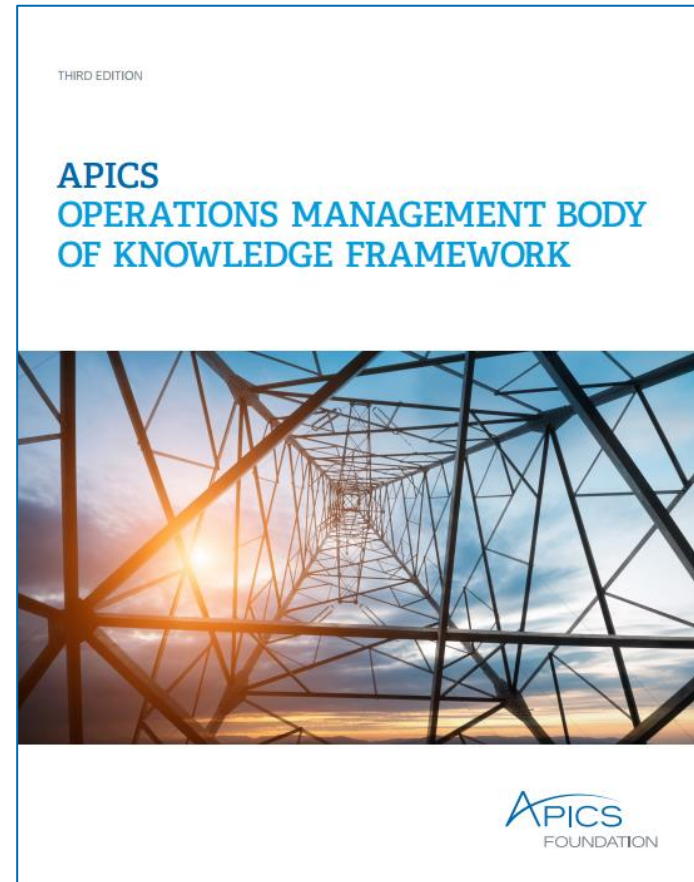
[Read the executive summary now.](#)

APICS members-only career development webinars and white papers

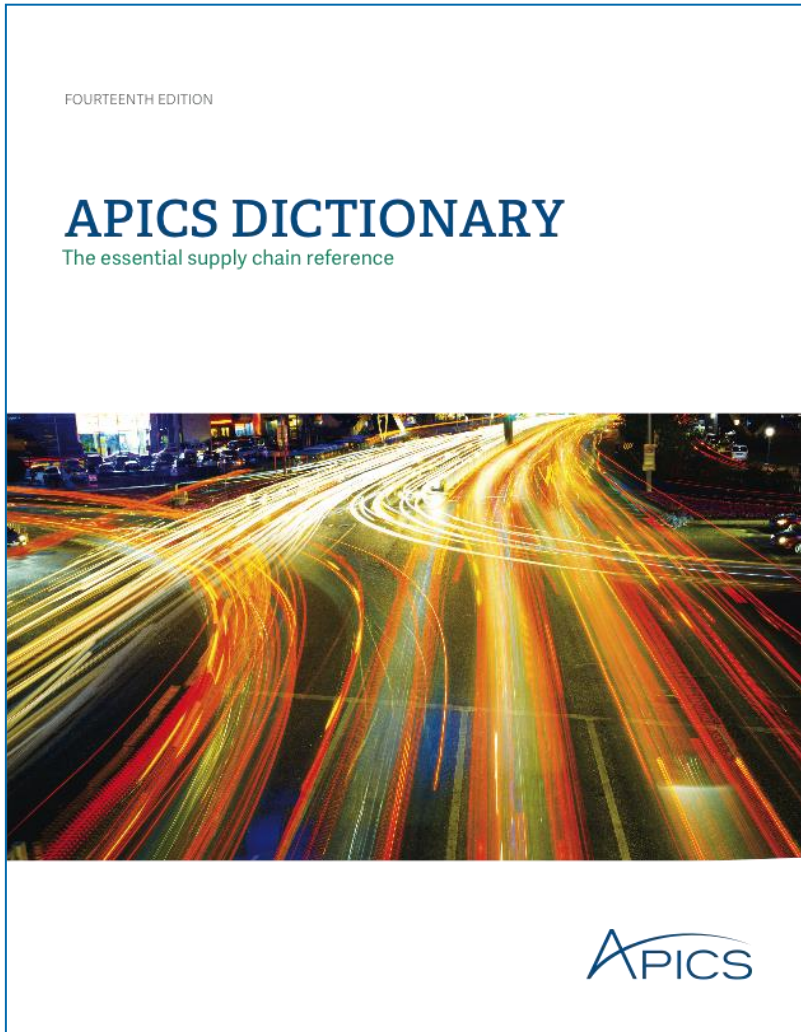
- [Operations Management Résumé Benchmarking Survey Résumé Structure and Organization](#)
Download the webinar and white paper to help you understand how you can apply your peers' experiences to increase your employability.
- [Résumé Formatting Best Practices](#)
Download the white paper and webinar.
- [How to Make Your Resume Stand Out: Using the right keywords](#)
Read the white paper and view this webinar to employ file naming, keywords, and more in your job search.
- [How to Utilize Different Online Resources in Your Career Search](#)
Download this white paper and watch the webinar recording to understand online resources for supply chain and operations management job searches.
- [Now What? What to Do When the Unexpected Happens in Your Career](#)
Watch this webinar series and access the PowerPoint slides for help getting your career back on track after a layoff.

Publications: Operations Management Body of Knowledge Framework

- APICS' most downloaded information resource
- Dynamic resource describing topics in supply chain and operations management
- Free resource available on APICS website
- Digital copy, with print available for purchase



Publications: APICS Dictionary



APICS Dictionary and Learn It App

<http://www.apics.org/apps/apics-learn-it/>

AT&T 4G 1:15 PM

APICS

Flashcards

*Category is a required field

Select Category ▼

Select How Many Cards ▼

Term First

Definition First

Get Started >

A large teal graphic element on the left side of the slide. It features a triangle with a horizontal top edge, and a thick, curved line that starts from the bottom left, passes through the triangle, and extends across the right side of the slide.

Finding the Right Fit

Professional Associations

Why Engage Professional Associations?

- Build and grow your network
 - Connect with peers across the globe
 - Link with individuals that can enhance your career
 - Involvement in mentor/mentee programs
 - Engage in internship opportunities
- Develop, maintain and enhance your industry knowledge
 - Access to state of the industry reports and research
 - Publications with insight on trends, strategies and innovation
 - Case Competitions and Scholarships
 - Knowledge of Industry-proven best practices
 - Validated body of knowledge
 - Attend local and international industry events

Why Engage in Professional Associations?

- Take charge of your career
 - Gain employer preferred certifications
 - Find career opportunities / job postings
 - Present papers to demonstrate applied knowledge and education
 - Participate in Ongoing training and development

- Volunteer opportunities enable you to:
 - Learn new career-enhancing skills
 - Extend your network
 - Obtain higher visibility
 - Enhance your CV

Associations: There are Many

Here are a few. When considering involvement – be clear on what you aim to gain.

APICS and APICS Supply Chain Council

- The recent merger between APICS and Supply Chain Council unites two industry leaders with complimentary offerings to create the premier global provider of supply chain research, education and certification programs.

AST&L

- The American Society of Transportation and Logistics (ASTL) is the premier professional organization for transportation and logistics professionals and strives to promote and ensure the highest level of global standards through professional certification in the field of transportation and logistics.

ISM

- ISM's mission is to enhance the value and performance of procurement and supply chain management practitioners and their organizations worldwide through education, research, standards of excellence and information dissemination.

ABEPRO and ABOL


- Brazil has valuable industry associations such as ABEPRO (sponsor for ENEGEP) who has a strong youth membership and several events through the year, several publications and works with other associations for the benefit of its members. ABOL is an Operations and Logistics association and is also active in Brazil.

WERC

- WERC offers resources that help distribution professionals stay at the leading edge including educational events, performance metrics for benchmarking, practical research, expert insights and peer-to-peer knowledge exchange.

MESA

- Manufacturing Enterprise Solutions Association (MESA) International is a worldwide not-for-profit community of manufacturing companies, information technology hardware and software suppliers, system integrators, consulting service providers, analysts, editors, academics and students.



How You Can Start Gaining the Benefits Today

APICS Student
Membership

APICS Student Membership is Free!

- Access to
 - E-Mentor program
 - Student and Young Professional webinars
 - APICS magazine
 - APICS Dictionary
 - Production and Inventory Management Journal
 - APICS Foundation Research and Folios
- Discounts on:
 - Education courses
 - Certification exams
 - Conferences
- Information on
 - Scholars Program
 - District and International Team Competitions
 - Plossl Dissertation Fellowship
- Go to www.apics.org/studentmembership to sign up.



Thank You!

APICS