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# CSCP APICS Certification Preparation Course

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## Introduction

Supply chain management has become a strategic function that directly influences an organization's ability to meet customer demand, control costs, manage inventory, and maintain operational continuity. A supply chain is no longer limited to procurement, transportation, and warehousing. It is now an interconnected system that begins with suppliers, moves through planning, production, and distribution, and ends with the customer, returns management, and after-sales services.

The CSCP APICS Certification Preparation Course provides a comprehensive framework for understanding end-to-end supply chain management. The course covers demand management and forecasting, global supply chain network design, product and service sourcing, internal operations, inventory management, logistics, supplier and customer relationships, risk management, sustainability, and the use of modern technologies.

The course focuses on converting supply chain concepts into practical business decisions. Participants learn how to align supply chain strategy with organizational objectives, analyze demand, plan resources, select suppliers, determine appropriate inventory levels, measure performance, and respond effectively to operational and commercial disruptions.

This course is designed for professionals working in supply chain management, procurement, planning, inventory, production, operations, transportation, distribution, and supplier management. It is also suitable for executives, team leaders, project managers, analysts, and professionals in finance, sales, and customer service whose responsibilities involve resource planning, product availability, or service delivery.

The course provides a structured foundation for preparing for the knowledge areas associated with the CSCP APICS certification. However, completing the course does not automatically grant the professional certification. Candidates must register with the official awarding body, meet its requirements, and pass the approved certification examination.

## Course Objectives

The CSCP APICS Certification Preparation Course aims to strengthen participants' understanding of extended supply chain management and improve their ability to analyze related operational and strategic decisions. By the end of the course, participants will be able to:



- Understand the components of a supply chain and the relationships among its participants.
- Align supply chain strategy with the organization's overall objectives.
- Analyze customer requirements and their impact on planning decisions.
- Apply demand management and sales forecasting techniques.
- Differentiate between quantitative and qualitative forecasting methods.
- Measure forecast accuracy and analyze the causes of variance.
- Design supply chain networks that support efficiency, responsiveness, and resilience.
- Analyze the locations of suppliers, factories, warehouses, and distribution centers.
- Evaluate insourcing and outsourcing decisions.
- Apply structured methods for supplier selection and qualification.
- Manage contracts and long-term supplier relationships.
- Plan operations and capacity according to expected demand.
- Select suitable inventory management policies.
- Analyze safety stock, reorder points, and lead times.
- Organize the flow of materials and information across the supply chain.
- Improve transportation, distribution, and reverse logistics activities.
- Manage relationships with suppliers, customers, and business partners.
- Identify supply chain risks and assess their probability and impact.
- Develop response, recovery, and business continuity plans.
- Measure supply chain performance using defined indicators.
- Support continuous improvement using data and root cause analysis.
- Integrate sustainability and corporate responsibility into supply chain decisions.
- Understand the role of digital systems, analytics, and automation in operations.
- Apply supply chain knowledge to practical workplace scenarios.
- Develop a structured study plan for the CSCP APICS certification examination.

## Course Outlines

### Day One: Supply Chain Strategy, Demand Management, and Forecasting

- Understanding the extended supply chain and its internal and external participants.
- Examining the relationship between organizational strategy and supply chain strategy.
- Defining customer value and service-level requirements.
- Analyzing demand patterns and sources of sales data.
- Applying quantitative and qualitative forecasting methods.
- Measuring forecast accuracy and analyzing forecast variance.
- Connecting forecasts with sales, operations, and resource plans.
- Differentiating between independent and dependent demand.
- Managing seasonal, volatile, and uncertain demand.
- Analyzing the effect of promotions, pricing, and market changes on demand.
- Completing an exercise on preparing and reviewing a demand forecast.
- Discussing a case study on the impact of inaccurate forecasting on inventory and service levels.



## Day Two: Global Supply Chain Network Design and Product and Service Sourcing

- Analyzing supply chain network components and the movement of materials, information, and funds.
- Establishing criteria for selecting factory, warehouse, and distribution center locations.
- Balancing operational efficiency with customer responsiveness.
- Examining the impact of globalization and trade regulations on network decisions.
- Evaluating local manufacturing and international sourcing alternatives.
- Making insourcing and outsourcing decisions.
- Defining organizational requirements for products and services.
- Identifying, qualifying, and assessing potential suppliers.
- Developing criteria for comparing cost, quality, time, and risk.
- Understanding negotiation, contracting, and commitment management processes.
- Developing single, multiple, and strategic sourcing approaches.
- Analyzing total cost of ownership instead of unit price alone.
- Completing an exercise comparing supplier proposals using weighted criteria.
- Preparing a supply chain network model that supports growth and operational continuity.

## Day Three: Internal Operations, Inventory Planning, and Logistics Management

- Linking demand plans with production capacity and available resources.
- Understanding sales and operations planning and its role in coordinating decisions.
- Analyzing capacity constraints and operational bottlenecks.
- Organizing material flow within production and service operations.
- Understanding inventory types and the purpose of each category.
- Classifying materials according to value, importance, and movement rate.
- Calculating safety stock and reorder points.
- Analyzing lead times and their impact on inventory levels.
- Identifying the causes of excess inventory and recurring shortages.
- Selecting continuous or periodic inventory review policies.
- Planning transportation and distribution according to cost, time, and service requirements.
- Analyzing the role of warehouses and distribution centers in fulfilling customer demand.
- Managing returns, recovery, reuse, and disposal activities.
- Completing an application on balancing inventory levels with target service levels.



## Day Four: Supply Chain Relationships, Risk Management, and Resilience

- Identifying the different relationships among organizations, suppliers, customers, and partners.
- Differentiating between contractual, operational, and strategic relationships.
- Building trust, transparency, and information sharing across the supply chain.
- Defining roles, responsibilities, and agreed service levels.
- Managing disputes and performance issues with suppliers and service providers.
- Developing indicators for supplier and commercial relationship evaluation.
- Identifying internal and external sources of supply chain risk.
- Classifying operational, financial, commercial, and geopolitical risks.
- Assessing risk probability and potential impact.
- Analyzing dependence on a single supplier or transportation route.
- Developing risk avoidance, reduction, transfer, and acceptance strategies.
- Preparing business continuity and disruption recovery plans.
- Using scenarios and stress testing to assess resilience.
- Conducting a simulation involving a supply disruption and preparing a response plan.

## Day Five: Improvement, Sustainability, Technology, and Practical Assessment

- Defining performance indicators related to cost, service, quality, and time.
- Measuring order cycle time, delivery accuracy, and inventory availability.
- Analyzing supply chain performance using dashboards.
- Identifying the root causes of performance problems and deviations.
- Applying continuous improvement and waste reduction principles.
- Integrating sustainability into sourcing, production, and transportation decisions.
- Assessing the environmental and social impact of supplier practices.
- Understanding circular economy principles and reverse flows.
- Using data to support planning and decision-making.
- Understanding automation and artificial intelligence applications in supply chain management.
- Analyzing the role of planning systems, integration platforms, and information exchange.
- Discussing data quality, cybersecurity, and technology dependency risks.
- Reviewing the primary knowledge areas covered by the CSCP APICS course.
- Completing an integrated case study covering the supply chain from supplier to customer.
- Conducting a final assessment and identifying areas requiring further study.



## Why Attend this Course: Wins & Losses!

- Build a comprehensive understanding of supply chain management from supplier to customer.
- Connect planning, sourcing, and inventory decisions with strategic objectives.
- Improve the ability to analyze demand and prepare forecasts.
- Support better decisions regarding suppliers and global supply networks.
- Develop stronger inventory and service-level management skills.
- Improve coordination among procurement, operations, finance, and sales.
- Strengthen the ability to identify risks and respond to disruptions.
- Develop practical indicators for measuring supply chain performance.
- Understand the role of sustainability in sourcing and operational decisions.
- Improve the use of data and modern technologies.
- Standardize supply chain terminology and methodologies across departments.
- Establish a structured knowledge base for CSCP APICS certification preparation.
- Apply supply chain concepts to realistic organizational scenarios.
- Improve the ability to evaluate total cost rather than isolated expenses.

## Conclusion

The CSCP APICS Certification Preparation Course provides a comprehensive framework for studying the supply chain as an interconnected system involving suppliers, procurement, planning, operations, inventory, transportation, distribution, and customers. The course emphasizes the relationships among these functions instead of treating each one as an isolated activity.

Effective supply chain management begins with aligning supply chain objectives with the organization's overall strategy. When cost reduction is the main priority, sourcing, inventory, and transportation decisions differ from those required by an organization that prioritizes responsiveness, customization, or service quality. The course helps participants understand how strategy influences network design, resource allocation, and performance measurement.

Demand management and forecasting are addressed as the starting points of effective planning. Inaccurate forecasts may result in excess inventory, material shortages, or poor capacity utilization. Improving forecast performance requires appropriate data, suitable forecasting methods, regular variance analysis, and continuous coordination among sales, operations, and finance.

The course also covers global network design and sourcing decisions. These decisions include supplier selection, facility location, total cost analysis, capacity evaluation, quality assessment, and resilience planning. The most appropriate decision is not based on price alone. It must also consider lead time, operational risk, supply continuity, and expected service levels.

Operations planning, inventory management, and logistics are presented as closely connected functions. Inventory protects service availability, but it also ties up working capital and increases storage costs. Classification tools, safety stock calculations, reorder points, and review policies support a more accurate balance between availability and cost.



The course explains that relationships among supply chain participants influence performance as strongly as systems and resources do. Successful relationships require clear responsibilities, transparent information sharing, measurable commitments, and structured conflict resolution. Collaboration with suppliers and customers also improves forecasting and responsiveness to changing conditions.

Risk management and resilience form a major part of the course. Participants learn how to identify disruption sources, assess their probability and impact, and develop alternatives for sourcing, transportation, capacity, and inventory. Supply chain resilience does not eliminate every risk. It reduces the consequences of disruption and improves the speed of recovery.

Improvement, sustainability, and technology are also treated as connected areas. Performance measurement and data analysis reveal improvement opportunities, while modern technologies enhance visibility, coordination, and decision speed. Sustainability requires organizations to assess the environmental and social effects of decisions across the entire supply chain.

By the end of the course, participants will have a structured methodology for analyzing supply chains, understanding the relationships among their functions, measuring performance, managing risk, and recommending appropriate improvements. The course also provides a solid knowledge foundation for preparing for the CSCP APICS certification, while candidates must still complete the official registration process, meet the certification requirements, and pass the approved examination.

**The wording can also be adapted into a more technical, academic, or marketing-focused version.**

