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Course Name

APICS Certified in Planning and Inventory Management (CPIM)

Sector Name

Procurement & Supply Chain Operations

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APICS Certified in Planning and Inventory Management (CPIM)

Course Introduction

The CPIM certification by APICS is a globally respected standard for supply chain and operations professionals.

This intensive training programs provides structured and detailed coverage of the key topics tested on the CPIM exam.

The training program emphasizes applied learning, through hands-on analysis, real-life scenarios, and concept integration, while keeping exam strategy and simulation to the final day for targeted preparation.

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Target Audience

✓ Supply chain and inventory planners
✓ Demand forecasting and production scheduling staff
✓ Procurement and warehouse officers
✓ Logistics and operations professionals
✓ Professionals preparing for CPIM certification

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Learning Objectives

- ✓ Align supply chain functions with organizational strategy.
- ✓ Plan and manage demand, supply, scheduling, inventory, and distribution.
- ✓ Understand and apply MRP and production planning techniques.
- ✓ Improve operational performance using quality and technology.
- ✓ Prepare effectively for the CPIM certification exam.

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Course Outline

✓ Day 01

Strategic Supply Chain Alignment

- ✓ Business environment analysis (SWOT, PESTLE)
- ✓ Strategic vs. tactical vs. operational decisions
- ✓ Aligning supply chain operations with organizational goals
- ✓ Product/service life cycle strategies
- ✓ Sustainability and long-term risk considerations
- ✓ Case Study: Mapping strategy to supply chain capabilities

Integrated Sales & Operations Planning (S&OP)

- ✓ Purpose and benefits of S&OP
- ✓ The five-step S&OP process
- ✓ Financial and product portfolio alignment
- ✓ Cross-functional communication (sales, marketing, operations, finance)
- ✓ Decision-making frameworks and trade-off analysis

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Course Outline

✓ Day 02

Demand Planning & Customer Forecasting

- ✓ Market segmentation and demand drivers
- ✓ Forecasting methods: qualitative and quantitative
- ✓ Demand pattern analysis (trend, seasonality, variability)
- ✓ Forecast error measures: MAPE, MAD, Bias
- ✓ Demand plan performance tracking
- ✓ Exercise: Forecast with real or mock data

Master Planning and Capacity Alignment

- ✓ Master Scheduling (MPS): structure, inputs, outputs
- ✓ Available-to-Promise (ATP) & Capable-to-Promise (CTP)
- ✓ Rough-Cut Capacity Planning (RCCP)
- ✓ Planning Bill of Materials (BOM)
- ✓ Time fences and planning horizons
- ✓ Practical Application: Build an MPS with constraints

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Course Outline

✓ Day 03

Material Requirements Planning (MRP) in Action

- ✓ MRP inputs: BOM, inventory status, MPS
- ✓ MRP logic: explosion, offsetting, netting
- ✓ Pegging and lot sizing techniques
- ✓ Lead times and action messages
- ✓ Planned vs. firm orders

Inventory Management and Optimization

- ✓ Inventory types: raw, WIP, finished goods
- ✓ Replenishment models: fixed order, periodic, EOQ
- ✓ Safety stock and reorder point calculations
- ✓ Inventory performance metrics (turnover, accuracy, fill rate)
- ✓ Cycle counting, stock rotation, returns
- ✓ Practical Application: Safety stock and EOQ calculation

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Course Outline

✓ Day 04

Detailed Scheduling and Shop Floor Execution

- ✓ Scheduling methods: forward, backward, finite vs. infinite
- ✓ Dispatching rules (FIFO, LIFO, critical ratio)
- ✓ Production orders, travelers, routing sheets
- ✓ Shop floor control and feedback loops
- ✓ Bottleneck management and flow balancing
- ✓ Activity: Create a finite capacity schedule

Distribution & Logistics Planning

- ✓ Distribution network design and node roles
- ✓ Centralized vs. decentralized inventory models
- ✓ Transportation planning and mode selection
- ✓ Warehouse layout and storage optimization
- ✓ Service levels, response time, cost-to-serve
- ✓ Scenario: Design a lean distribution network

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Course Outline

✓ Day 05

Final Exam Preparation & Mock Test

- ✓ Overview of CPIM exam structure (APICS guidelines)
- ✓ Key formulas, logic traps, and terminology recap
- ✓ Time management during the exam
- ✓ Full-length mock exam (80–100 questions)
- ✓ Review, explanation of answers, and knowledge gaps analysis
- ✓ Final exam tips and test-day checklist

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 28, 2026	Jan. 1, 2027	5 days	4250.00 $	UAE , Dubai
June 14, 2027	June 18, 2027	5 days	4250.00 $	UAE , Abu Dhabi
Dec. 28, 2026	Jan. 1, 2027	5 days	5950.00 $	USA , Los Angeles
March 29, 2027	April 2, 2027	5 days	4250.00 $	UAE , Dubai

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