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ASCM

Premier Elite  
APICS Training Partner

We are one of the most Reputed and Trusted organization for Supply Chain Management Education, since 1992

**CLTD**  
Certified in Logistics, Transportation  
& Distribution Course Booklet

#SCMGuru





# CLTD

**Certified in Logistics,  
Transportation & Distribution**

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## Certified in Logistics, Transportation and Distribution

The APICS Certified in Logistics, Transportation and Distribution (CLTD) program is the premier logistics educational and certification program that provides a comprehensive body of knowledge that sets the global standard for logistics best practices for professionals in the logistics, transportation and distribution industries. By earning the APICS CLTD designation, you demonstrate that you have mastered the APICS logistics body of knowledge and that you are committed to the profession. You must pass one comprehensive exam to earn the APICS CLTD designation and 20 maintenance points.

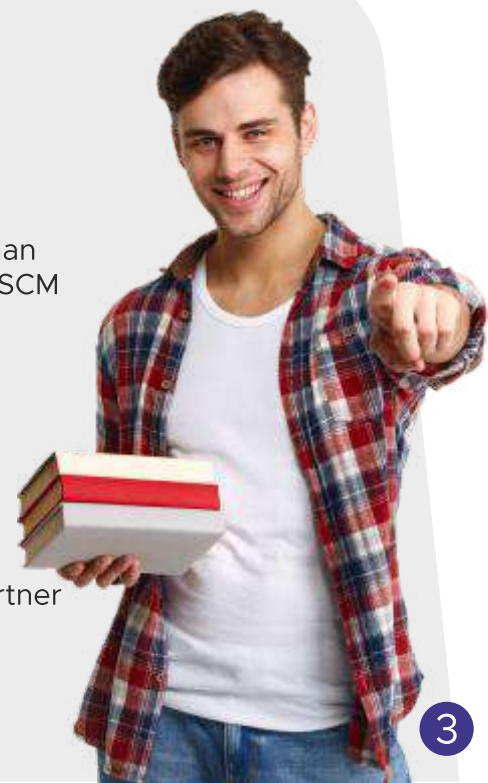
### Benefits

- Recognized globally as best logistics, transportation and distribution certificate.
- Higher earning potential and career growth
- Gain in-depth knowledge on how to streamline order management and warehouse management
- Remain up-to-date with the leading logistics trends and advancements in the industry globally
- Worldwide recognition of certification will open doors to global careers and opportunity to work across the world
- Boost your confidence with recognition as a logistics expert
- Learn how to reduce cost and increase the profitability of your organisation
- Master the skills needed to bring new ideas to suppliers, plants and distribution
- Enhances credibility within the organization

### Why KnoWerX

Pioneers in SCM Training & Certification with legacy of more than 30 years, KnoWerX is the Only Premier Elite Partner (PEP) of ASCM in India. You can avail below benefits when you take the ASCM certification through us.

- Lowest Pricing on SCM certificates & training
- Get more 5% discount in Exam fee
- Zero shipping charges within India
- Free Re-Take on exams
- Pay your fees in instalments with the help of our finance partner
- Opportunity to work in any country of your choice
- Unparalleled Assistance from KnoWerX team





# KnoWerX TIMELINE

# TRAINERS



**S. Sathiyamurthy**  
B. Tech, MBA, CSCP, CLTD, SCOR-P  
DDPP, DDLP  
APICS Recognised Instructor



**Sekhar Venkatachalam**  
B.E, DIISc, CSCP, CIRM, CPM, FIE,  
FIIMM, 6Sigma (Green Belt)  
APICS Recognised Instructor



**Gopal Sahai**  
MBA, CSCP, CPIM, PMP, PMI-PBA, MSP(P)  
DDPP, DDLP  
APICS Recognised Instructor



**Raju Balasubramanian**  
BS, MS (BITS Pilani), PGD (Insead), CPIM, CSCP, DDPP  
APICS Recognised Instructor

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# The **CLTD** Learning System is divided into **9 Modules**.

## **Module 1: Logistics Overview and Strategy**

- Outlining the principles that make logistics useful, including economic drivers
- Understanding how logistics fits within supply chain management
- Managing logistics strategy, including the logistics value proposition
- Developing flexible logistics frameworks and collaborative relationships
- Exploring strategic-level risk management
- Using fundamental performance measurements and benchmarking
- Implementing reengineering and continuous improvement philosophies

## **Module 2: Logistics Network Design**

- Implementing a logistics network design process
- Considering transportation requirements driving logistics network plans
- Using tools and analyses to select node patterns and links
- Adopting risk management
- Planning for network security and business continuity

## **Module 3: Sustainability and Reverse Logistics**

- Understanding how logistics plays a key role in demonstrating organizational social responsibility
- Managing the triple bottom line, including carbon footprint reductions and green initiatives
- Selecting vendors based on sustainable practices
- Demonstrating responsibility when handling and managing hazardous and dangerous materials

## **Module 4: Capacity Planning and Demand Management**

- Understanding the basics of forecasting including various types of forecasts
- Shaping demand for logistics services
- Translating demand information into planning for transportation and warehousing capacity
- Providing input during S&OP and participating in collaborative planning, forecasting, and replenishment
- Planning for distribution requirements
- Managing supply, including ERP master scheduling
- Developing a process and selecting a purchasing strategy

## **Module 5: Order Management**

- Performing customer relationship management during order management activities
- Implementing CRM to strengthen relationships
- Meeting customer needs
- Achieving service levels according to customer demand
- Managing the process steps and logistics decision points of inbound, intracompany, and outbound order management

## Module 6: Inventory Management

- Understanding inventory management, planning, and control
- Contrasting stakeholder expectations for inventory management
- Summarizing the different functions or purposes inventory serves in a business
- Illustrating the major types of inventory costs
- Differentiating approaches to safety stock and determinations of when to order
- Performing calculations related to standard deviation, economic order quantity, and reorder points
- Describing lean, just-in-time, ABC, vendor-managed inventory and other alternative approaches
- Listing common performance metrics

## Module 7: Warehouse Management

- Understanding warehousing strategies and determining which to use
- Considering physical aspects and tactics related to warehousing design
- Exploring warehousing challenges and trends
- Summarizing warehouse ownership types and functions
- Determining warehouse operations performance measures
- Diving deep into warehouse processes, layouts, materials handling, systems and automation, and packaging

## Module 8: Transportation

- Outlining transportation fundamentals including cost structure, stakeholders, capabilities, carrier types, mode classifications, and selection considerations
- Diving deep into the modes of transportation including road, rail, air, water, pipeline, intermodal, and parcel/courier
- Managing transportation according to guiding principles
- Considering tradeoffs when designing transportation networks, selecting carriers and modes, and planning routes and schedules

## Module 9: Global Logistics Considerations

- Examining current factors in the global logistics space
- Staying competitive while balancing cost and level of service
- Exploring the history of international trade theories and infrastructure
- Discussing global logistics performance indicators and trade specialists
- Complying with international trade regulations
- Preparing customs documentation
- Discussing finance, payment options, terms of sale, payment methods, currency issues, trade zones, and hedging

# FAQ

## Frequently Asked Questions



- **How can one benefit from ASCM Certification?**

**Benefits to Companies:**

- Helps employees master advanced supply chain management principles that extend beyond an organization's internal end-to-end operations from suppliers to customers.
- Provides a higher-level of knowledge and skills needed to streamline operations and produce bottom line results.

**Benefits to an Individual:**

- Provides candidates with the necessary tools to effectively manage global supply chain activities.
- Enables them to implement best practice approaches to increase supply chain efficiencies.
- Gives more credibility and recognition in your workplace.

- **Which ASCM certification should I opt for?**

- If you are looking for entry Level Certification OR a certification to update your knowledge in inventory and production field, ASCM CPIM is the best. It covers Plan, Source and Make. Refer CPIM brochure to know more.
- If you want to make a career in Logistics, plan for ASCM CLTD Certification. It covers Deliver and Return within the organization. Refer ASCM CLTD brochure to know more.
- If you want to learn about end-to-end Operations management, attempt ASCM CSCP Certification. It covers the entire spectrum supply chain beyond the four walls of the organization.
- When professionals (Top or Higher Middle level management category) have a project to re-engineer or re-structure the supply chain of company, then every participant who is a part of the project should be SCOR-P certified. Refer to the ASCM SCOR-P brochure to know more.

- **In Which industries Supply Chain is important?**

Today, supply chain exists in almost all the fields. The list is quite vast. To name a few...

- Manufacturing companies
- E-Retail
- Technology
- Food & Beverage
- Shipping
- Automotive
- Fashion
- Healthcare
- Oil and Gas
- E-Commerce, and so on.

- **Is the certificate known globally?**

Yes, APICS/ASCM Certifications are recognized globally.

- **Can I do CPIM Part 1 and then go for CSCP or CLTD?**

Yes, you can do CPIM Part 1 and go for CSCP or CLTD. CPIM Part 1 certification will be valid for 3 years. Once you complete your CSCP or CLTD Certification you can complete CPIM Part 2 as well.

- **Do I have to be an ASCM Member to pursue a certification?**

Being a member, you get discounts on exams and learning system. However, membership is not mandatory to earn a certification.



- **Should I take training or not?**

Training is always beneficial for certifications. You can always connect with the instructor for any doubts or queries related to the study material and have a smooth process towards your exams. KnoWerX instructors have more than 35 years of experience and the passing ratio of KnoWerX candidates is 90%, and too in first attempt.

- **Modes and terms of payment?**

- You can make the payment either through Net Banking or Credit Card.
- Payment Terms: i. 100% Advance ii. Instalments

- **Is it possible to pay fees in EMIs?**

YES, you can. Kindly connect with our sales team for further assistance on the same.

- **What is the Exam Pattern and Scoring?**

- Pattern: The exams are computer based. It consists of 150 Multiple Choice Questions and you will have 3.5 hours to complete the same. No negative marking
- Scoring: The CLTD exam score range is 200-350. A score of 300 or higher is required to pass the exam. Any score 299 or below is failing

- **Can I take exam from India or will I have to go abroad?**

You can take exam across the globe. Testing is available at PearsonVUE testing centers. You can search for a local location and schedule your exam.

- **What is the validity of all certificates?**

APICS/ASCM Certificates are valid for 5 years. Within these 5 years a candidate must earn and submit 75 points to renew certificate for another 5 years. For more information on the rules and policies on maintaining certification, please visit <https://www.ascm.org/learning-development/certifications-credentials/certification-maintenance>.

- **Will I get a job, an increment or a promotion after completing APICS certification?**

APICS certifications help you increase your knowledge, like any other qualification, in management stream. So, it should lead to a new job, an increment or a promotion but this cannot be said with certainty as these sway heavily in both positive and negative directions with changes in demand and supply equation of skilled Man-power in the job market. However, salary surveys done by APICS in the US in the past show that APICS certified professionals earn more salary on an average than non-certified professionals, proving higher Preference for APICS certified professionals. Therefore, it can be said that on an average, APICS certified Professionals are preferred over non-certified professionals in the relevant fields. This should in turn lead to better opportunities for you, compared to others, in the job market, increments and promotions, in the relevant fields.

- **Can SCM help in a pandemic situation like Covid-19 or a similar situation?**

Yes Definitely. In a post-COVID-19 world, supply chain stress tests will become a new norm. The distributed global business model, optimized for minimum cost, is finished. Tomorrow's model demands new priorities in optimization.

- **Can the exam be given from home or we need to visit the test centers?**

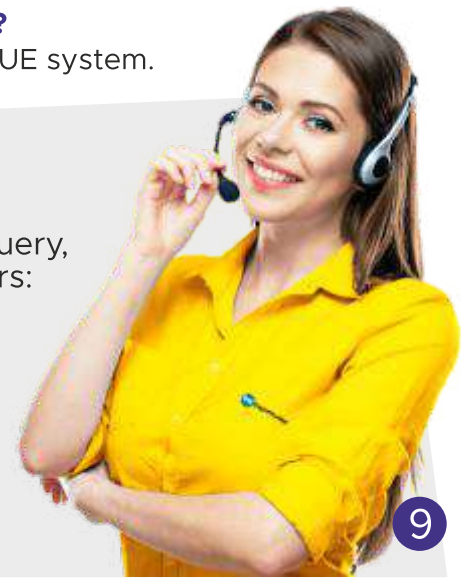
Exams can be taken online from your home or your workplace via the OnVUE system.

For more details on the certification, registration, or any other query, please connect with our sales team on below mentioned numbers:

Western Zone: **+91 77389 26464**

Southern Zone: **+91 99960 46464**

Northern Zone, Eastern Zone & International: **+91 84339 86464**



# KnoWerX PGP

KnoWerX offers a wide range of professional growth programs which are focused on developing a deeper understanding of diverse business concepts in an individual to enhance individual and organisational performance.

## KnoWerX PGP Series of Programs and Benefits

“KnoWerX PGP” series of education, leading to various certificates, is aimed at professionals to be able to get deeper understanding of concepts on which businesses and ERPs (like SAP) runs to improve their own individual performance and performance of their organizations.

Benefits to individuals include more practice oriented knowledge, better job readiness for the corporate world, improved performance on the job, ability to use ERP (like SAP) better, added advantage when applying for jobs, greater preference by corporates, etc. All of these would obviously lead to higher pay and faster job placements.

Benefits to organizations include better trained work force, improved ROI on ERP / technology investments, etc. All these would obviously lead to better productivity, effective business processes, reduction in errors and rework, etc. that would add to competitive advantage, growth and profitability.



## Certified in Forecasting & Demand Management (CFDM)

CFDM offered by #SCMGuru KnoWerX aims at developing the individual in the forecasting and demand management domain. To gain a competitive edge over fellow professionals, no certification can be better than this course.

## Certified Inventory Management Officer (CIMO)

Materials and inventory form the core of logistics and supply chain industry and managing it is not everyone's cup of tea. But CIMO certification, offered by #SCMGuru KnoWerX Education, promises to deliver skilled, certified and competent professional in the industry segment. Content of CIMO and all other courses from KnoWerX are based on current industry practices.

## Certified Integrated Business Planner (CIBP)

The key to successfully implemented (IBP) model is expertise and professionalism. CIBP from #SCMGuru KnoWerX will help you achieve efficient, effective and coordinated business functions. It benefits the individuals through practice-oriented knowledge job readiness and elevated capability.

## Certified Warehouse Management Professional (CWMP)

With the current rise in logistics requirements and issues, the CWMP certification from #SCMGuru KnoWerX provides detailed and advanced knowledge about Warehouse Management. Various techniques, technology, processes etc all are a part of the certification course. With interactive videos of specialised warehouses and case study, an individual is ready to transform and manage warehouse for the success of company.

## Certified Direct Material Planner (CDMP)

The basic component of any business is material and it forms the base of the business's supply chain segment. With CDMP from #SCMGuru KnoWerX, an individual can master the material planning techniques and gain proper knowledge various important SCM terms and functions like BOM, MRP, MPC etc. Raw materials, material packaging, semi-finished intermediated, processed parts, assemblies etc. are included in direct material planning.

# What Our Clients Have to Say

I stumbled upon the APICS certification in logistics, transportation and distribution (CLTD) because I needed a program that was fully asynchronous due to my full-time job. Since this was my first foray into online instruction and self learning without attending lectures in physical classroom, I was a bit hesitant. I'm happy to report that I couldn't have made a better choice! CLTD course is an excellent addition to my qualification. In fact, the courses were so thorough that it has helped me build my knowledge further in international logistics environment, the one area I am passionate about! The faculty were knowledgeable, approachable, and quite skillful at leveraging the online nature of the program. I can honestly say that APICS program changed my career path completely. I would highly recommend this program to anyone wanting to expand their horizon in logistics.



**Mr. Milind Chandrakant Mandlik, CLTD**  
**Ashland India Private Limited**  
**Regional Supply Chain Director**  
**Asia Pacific**

I passed the CLTD exam successfully through KnoWerX. I sincerely appreciate KnoWerX and my trainer Mr. Sathiyamurthy. They encourage us by informative and productive lecture like supporting APICS learning tool, exam tips and recommending us books or website. Thank you for your dedication and strong support.



**Mr. Masahito Kobayashi, CLTD**  
**Edwards Lifesciences Limited,**  
**Japan**

It was an amazing experience for preparing CLTD APICS professional certification considering global recognition. Here I would like to thank our instructors Mr. Sathiyamurthy who guided me throughout the whole journey and provided valuable input during the course of preparation and examinations. I would also like to thank KnoWerX team and Mandira for being patient and professional support even after course completion. Lastly, this would not have been possible without family and friends who always understand and supported.

At last, I could crack the CLTD exam. Definitely KnoWerX did also play a very important role too. Initially I didn't have any idea regarding KnoWerX and I must admit here I also enquired from APICS that if KnoWerX is actually their partner or not. When I obtained positive feedback then only I approached KnoWerX. Although there were some initial hiccups, the overall experience has been a pleasant one. I always found them just a phone call away and they were always ready to assist and guide. For APICS certification I will definitely recommend them and maybe if I intend to pursue other APICS certifications I will look forward to getting associated with them again.

**Mr. Anil K Mishra, CLTD**  
**Pladis**  
**National Logistics Head,**  
**India (South Asia)**



**Mr. Anupam Chakraborty, CLTD.**  
**Container Corporation of**  
**India Limited**  
**(A PSU under Ministry of Railways)**  
**Terminal Manager**



APICS CLTD and other SC related certifications have one theme in common. It taught me the language of the SC Industry. Many of the facts and examples stated may seem very common or obvious but the terms behind them are significant. Another benefit is that once these concepts are well understood and you are confident you can apply to any Industry scenario, you will notice that you can also operate in any given Company management or IT tools used. The essential topics of information remain the same across the board and the terms or jargons used by IT folks will also seem very obvious to you and you would be able to intelligently challenge both business and IT. Personally I can't speak to CLTD given I am myself working towards my CSCP, but seeing these good signs I felt I have taken the right decision. A Special thanks to Mandira who has motivated me and helps me on time and Special honour to Sathiyamurthy sir, with his 15 mins guidance for the exam I have passed the examination.

KnoWerX Institute has helped me achieve my goal of clearing this prestigious certification. The knowledge sharing and teaching method of Mr. Sathiyamurthy is highly commendable and I cannot recommend him enough for the coaching. Even though being from a Finance profession background, KnoWerX has made the learning experience easy and my goal achievable.



**Mr. Chandrashekhar Mohan**  
**CLTD**



**Mr. Chintan Raval, CLTD**  
**Mondiale VGL Pty Ltd,**  
**Sydney, Australia.**  
**Logistics and Warehouse**  
**Professional**

# What Our Clients Have to Say

I was recently certified in APICS – CLTD (2nd January 2022) with “KnoWerX” as basically my partner in this journey. All of my queries were answered timely. Furthermore, they informed me whenever there were some updates on everything from the Courier company that would deliver the materials to me, to the exact date when the materials would arrive at my address. I was well – appraised of the status of my enrollment etc throughout the entire CLTD journey. I would recommend “KnoWerX” to anyone who wants a hassle – free process for online & self –study services. A special thanks to Mandira Thakur. She has been very helpful throughout my journey.

**Mr. Prashant Jha, CLTD**  
Indorama Ventures Global  
Shared Services Pvt. Ltd  
SAP Supply Chain  
Process Consultant



When I decided to pursue the certification for APICS - CLTD, I reached out to KnoWerX. They were very prompt and helpful in giving all the details and explaining the nuances of the course and very fair in pricing structure for this course. Our trainer Mr Sathiyamurthy was not only a faculty but became my mentor during the course and kept rooting for me and giving the much needed moral booster. Would like to thank KnoWerX and Mr Sathiyamurthy for being there during this journey

**Mr. Sarfraz Khan, CLTD**  
Hippostores Technology  
Private Limited  
General Manager -  
Logistics & Fulfilment



I would like to take this opportunity to thank the KnoWerX team. The KnoWerX team has been very helpful in guiding through the APICS system and registration. The team ensured that all important updates are available with me. Special thanks to Mandira, who guided through the entire process and was very efficient in clearing the doubts. Having the KnoWerX team to guide was a key component to ensuring that I don't lose track and take my exams on time.

**Mr. Kiran Khatpe, CLTD**  
Analyst – Logistics Procurement  
Eaton Technologies Pvt. Ltd



 **KnoWerX**  
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Developing People for Businesses to Succeed

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