

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

# CSCP

Certified Supply Chain Professional  
Course Booklet

# CSCP

**Certified Supply Chain Professional**

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# Certified Supply Chain Professional

The ASCM Certified Supply Chain Professional (CSCP) program is recognized worldwide as the premier supply chain management education and certification program.

The ASCM CSCP program takes a broad view of operations, extending beyond internal operations to encompass the entire supply chain—from supplier, through the company, to the end consumer. The program provides professionals with the knowledge necessary to understand and manage the integration and coordination of end-to-end supply chain activities. The ASCM CSCP program is divided into eight modules to provide participants with the best possible educational assessment and knowledge base.

With the ASCM CSCP program you can take your career and organization in a new and exciting direction. Shape your future, align your goals, and distinguish yourself from the competition. In this challenging global marketplace, only the most well-trained, well-educated professionals will be sought after by employers and valued by organizations. Join their ranks today by earning the ASCM CSCP designation.

By earning the ASCM CSCP designation, you demonstrate that you have mastered the ASCM supply chain management body of knowledge, and that you are committed to the profession. Individuals must pass one comprehensive exam to earn the ASCM CSCP designation and 20

## Benefits

- Recognized globally as best end-to-end Supply Chain Management certification
- Higher earning potential and career growth
- Covers end to end supply chain giving one a competitive edge, respect, recognition over others
- Worldwide recognition of certification will open doors to global careers and opportunity to work across the world
- Elevates the level of knowledge and skills. Thus, making one an industry expert
- Master the skills needed to bring new ideas to suppliers, plants and distribution
- Latest best practices raise job performance and helps one drive improvement in their organization and maximize efficiency of planning and operations
- Be recognized as a Supply Chain Leader on a Global scale.
- Opportunity to become Supply Chain Master Trainer and spread knowledge on community

## 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

## ESTEEMED CLIENTELE



+ MANY MORE

The **CSCP** Learning System  
is divided into

**8 Modules.**

**CSCP**  
CURRICULUM



### **Module 1: Supply Chains, Demand Management & Forecasting**

- Introduction to Supply Chains
- Demand Analysis and Patterns
- Demand Management
- Forecasting
- Supply and Demand Alignment

### **Module 2: Global Supply Chain Networks**

- Supply Chain Design and Optimization
- End-to-End Connectivity and Visibility
- Supply Chain Metrics and Reports

### **Module 3: Sourcing Products and Services**

- Aligning Sourcing to Demand
- Category Strategy for Sourcing
- Product Design Influence
- Supplier Selection, Contracting and Use

### **Module 4: Internal Operations and Inventory**

- Planning Operations
- Capacity and Production Activity Control
- Inventory
- Performance and Continuous Improvement

### **Module 5: Forward and Reverse Logistics**

- Logistics and Distribution
- Distribution Services & Transportation Choices
- Trade Considerations
- Reverse Flow

### **Module 6: Supply Chain Relationships**

- Customer Relationships
- Supplier and Supply Chain Relationships

### **Module 7: Supply Chain Risk**

- Risk Management and Supply Chain Risks
- Risk Analysis and Response

### **Module 8: Internal Operations and Inventory**

- Optimizing Supply Chain Strategy and Tactics
- Sustainability
- Technology Trends

# 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.

### • **Am I eligible for CSCP?**

A candidate must meet one of the following requirements for CSCP Certification. Three years of supply chain experience(OR)Bachelor's degree or in the international equivalent(OR)CPIM, CLTD (Includes ASCM Fellows), CTL, CIRM, SCOR-P, CPM or CPSM designation.

### • **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 CSCP 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?**

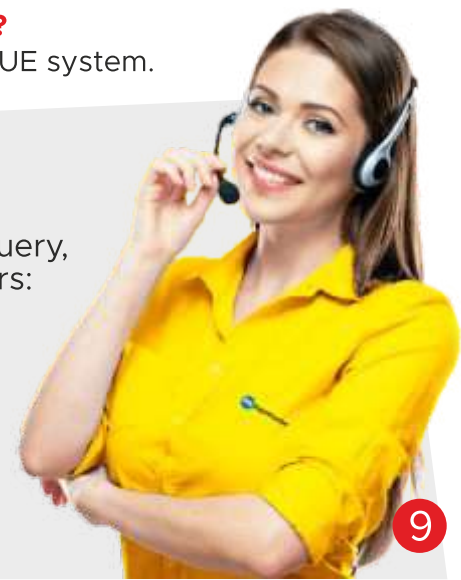
Exams can be taken online from your home or your workplace via the OnVUE system.

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

It has been a exhilarating experience of learning ASCM governed CSCP course from Mr. Ravindra - my coach from KnoWerX India who's insights leave a lasting impression on the body of knowledge that I acquired. My journey towards the certification was simplified by distilling the concepts succinctly and answering queries by him. Kudos to the team!!



**Mr. Swaraj Mukherjee, CSCP**  
Accenture  
Associate Managing Director

Dear All, I could successfully pass the CSCP exam which are hosted by ASCM (APICS). I would like to say special thanks to Mr. Ravindra and team KnoWerX for your dedicated support and cooperation for my study and deep understanding to the critical contents and terminology. Internal team discussion and knowledge share in his session were also valuable. Next is your turn. Please do your best!!



**Mr. Hiroyuki Takahashi, CSCP.**  
Edwards Lifesciences  
Limited, Japan.  
Logistics Director

"As a veteran officer from Armed Forces from Logistics Branch of Indian Air Force, I am aspiring for transitioning into Corporate Supply Chain Roles. Towards upskilling and adding value to my knowledge I was keen to get certified in Supply Chain and came in contact with KnoWerX. KnoWerX team (Ms Rashmi) enhanced my understanding about CSCP certification and suggested me to go for tutor led learning process. **KnoWerX facilitated my learning through a very knowledgeable and friendly tutor Mr Gopal Sahai** MBA, CSCP, CPIM, DDPP, DDLP, PMP, PMI-PBA, MSP(P), APICS Recognized Instructor who held my hand and ensured the learning and understanding the concepts well. He even spared extra timings out of the planned schedule to enhance our learning. KnoWerX not only facilitates the conducts of courses offered by APICS but also adds more value to the learning and understanding. They offer a mobile app, conduct webinars (SCM Talk Shows) and conducts quizzes to make the journey filled with fun. I thank the entire team of KnoWerX who has major contributions towards my success in clearing my certification."

"It was an amazing experience preparing for CSCP exam and I would like to specially thank my professor Mr. Gopal Sahai who guided me throughout the whole journey and provided valuable inputs during the course of preparation and examination. I would like to also thank the KnoWerX team and Srutika for being professional and patience throughout the schedule changes and other queries during the pandemic. Lastly this would not have been possible without the support of my family who have always been understanding and motivational all the time.

**Squadron Leader**  
**Vijay Kumar Jadhav, CSCP**  
Veteran Officer from  
Indian Air Force



**Mr. Natarajan Raman, CSCP.**  
Tata Advanced Systems Ltd.  
Manager - Corporate  
Supply Chain



I want to thank all of you for the guidance and support I received from all of you in getting my APICS CSCP certification journey. It was a great learning experience from Prof Shekhar and Prof. Ravindra during training sessions. The entire KnoWerX team helped in terms of providing APICS site navigation, timely alerts on key milestones and many other practical tips which helped the journey very smooth.

It was an absolutely thrilling journey preparing & appearing for CSCP certification. This is indeed a moment of pride for me as this is one of the most respectable supply chain certifications which has a worldwide recognition. I would sincerely like to thank Mandira from the KnoWerX team for being very professional & exceeding my expectations while she replied to all my queries , providing speedy delivery of study material , giving me time to time updates on all aspects of this certification. Lastly, I would like to thank my family as without their support this herculean task wouldn't have been possible.



**Mr. Vipul Jain, CSCP.**  
Cipla  
Associate Director Supply Chain  
Digital Transformation



**Mr. Harshad Lovekar, CSCP.**  
Fiat India Automobiles Pvt. Ltd.  
Supply Chain Planner

# What Our Clients Have to Say

After multiple of discussions with different training institutes, I had engaged KnoWerX for their rich history as an educational institute with high service level. One who could support our team not limited to passing the APICS certification but also part with the knowledge on the related subjects. My limited words cannot justify the quality of the training that has been provided. Mr. Ravindra is very good in all aspects of Supply Chain – especially end-to-end Supply chain, be it Strategic part or Operational. Critical ingredients for success 'Online training, Training materials, a bit of discipline and the motivation from Mr. Ravindra', drove a lot towards success of each of us. Thank you, Mr. Ravindra and Mr. Nistush for leading the entire program – from setting up the accounts, all administrative & business support and the overall training. I sincerely thank KnoWerX, for making this training program a huge success.

**Mr. Mujib Shakir, CSCP.**  
Edwards Lifesciences Limited  
Director (PMO, BEx)



Thank you KnoWerX for all the guidance from admission till certification. The CSCP program is all about channelizing your efforts in a right path and structuring a study plan considering your professional commitments which KnoWerX has provided beautifully. The training sessions given the required momentum to keep yourself aligned with your self study requirements. Special thanks to Mr. Gopal Sahai who has mastered the art of mentoring for this program through his experience and always available to clear your doubts whenever needed. He kept the enthusiasm going with his quizzes. Special thanks to Ms. Mandira for the administrative support and to ensure you never miss the deadlines.

**Mr. Vasudev Maller, CSCP.**  
PGP Glass (P) Ltd.  
DGM Logistics and  
Global Sourcing



After studying for almost 6-8 months I have successfully completed the APICS CSCP exam. This effort was guided by KnoWerX team in solving doubts regarding the learning system, exam-related queries, portal navigations, practice tests/quiz, etc. I was assisted by Dimple ma'am throughout the journey and she played a very crucial role in my success. I highly recommend KnoWerX for APICS Certifications. Looking forward to enrolling in more courses soon.

Thank you for the facilitation, guidance and support given throughout my learning journey for the CSCP program. Mr. Ravindra's dedication, concise notes and all the on-line training materials which are well structured helped me focus on the key areas within the scope of end to end Supply Chain and my preparation for the exams and certification. With the open discussion and sharing of experience among my other program mates during the learning journey also provided deeper understanding on some of the Supply Chain practices from different industries. I am happy to be able to complete the course and passed the exams which is hosted by ASCM (APICS) through collaboration with Pearson Vue centers. All the best to my other program mates who are taking the CSCP exams soon.

**Mr. Shivam Miglani, CSCP.**  
Noon.com  
Instock Specialist



**Ms. Lee Chan, Wong, CSCP.**  
Edwards Lifesciences (M) Sdn. Bhd.  
Director, Supply Chain, SEA.

