



Terra Grande District Meeting SMR, MPR, ECO New Versions

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SMR, MPR, ECO New Versions

- Agenda
 - Pass Rates
 - SMR 2.0 vs. 2.1
 - MPR 3.3 vs. 4.0
 - ECO 2.4 vs. 3.0
 - Open Discussion



2010 CPIM Pass North America Rates

- BSCM: 77%
- MPR: 67%
- DSP: 61%
- ECO: 60%
- SMR: 55%



SMR

- Minimal changes from 2.0 to 2.1
- Ideas for raising pass rates
 - Make sure instructors are very experienced in business
 - Tie SMR back to other modules information
 - Use real life examples of business
 - Emphasize Strategic Thinking and Business Strategy
 - Emphasize Project Management, Change Management, ERP Implementations (Infrastructure)
 - Emphasize Sales and Marketing Strategy



New in MPR 4.0

- *Customer and Order Relationship Management*
 - Summarize the value proposition of customer relationship management.
 - Describe the benefits of customer segmentation.
 - Explain the use of customer data and analytics to improve sales.
 - Differentiate between available-to-promise and capable-to-process.
 - Describe the major steps of the order fulfillment process.
 - Explain the value of relating order delivery metrics to total supply chain performance.



More Distribution in 4.0

- *Distribution Network Planning*
 - Differentiate between functional and institutional distribution channels.
 - Identify the major influences on the design of institutional channels.
 - List at least four distribution network design factors.
 - Describe the strategic influences on network configuration.
 - Explain the role of distributors as intermediaries in distribution networks.
 - Explain the rationale for multilevel networks and the purpose of the bill of distribution.
 - Describe the factors affecting safety stock in distribution networks.
 - List the performance characteristics used to evaluate transportation modes.
 - Differentiate between the factors used to determine the location of distribution centers.



More Distribution in 4.0

- *Distribution Replenishment Planning*
 - Explain the role of product family and item forecasts in replenishing distribution inventory.
 - Differentiate between allocation and aggregation methods of forecasting.
 - List the significant differences between push and pull replenishment.
 - Calculate a distribution requirements plan from warehouse gross requirements.
 - Provide examples of special events that must be taken into account.
 - Explain the logic of allocating distribution system inventory shortages.
 - Summarize the linkages between distribution replenishment planning and sales and operations planning and master production scheduling.
- *Measuring Performance*
 - Describe the seven categories of logistics performance objectives.
 - Give at least two examples of measurements for customer service, warehouse operations, transportation, and inventory management.



More S&OP in MRP 4.0

- More emphasis on cost and strategy of S&OP choices
- More S&OP vs. MPS comparisons



Other MPR 4.0 Changes

- Firm planned orders
- Engineering changes
- More RCCP discussions
- Advanced Planning discussion (optimization)
- Case Study Section 8



ECO 3.0

- Rearranged Material
- More Theory of Constraints
- More Pull / Kanban Information
- More Lean Concepts
- More Cost of Quality
- More Cost Control



ECO 3.0

- More Management and Leadership Concepts
 - Worker participation
 - Leadership styles
 - Roles
 - Job design
 - Empowerment



ECO 3.0

- More Six Sigma
- More DMAIC
- More PDCA (Plan Do Check Act)



ECO 3.0

- More Design Discussions
 - Design of systems
 - Design of processes
 - Design principals and tradeoffs
- More procurement principals
- More supply design principals
- Case Studies



Group Discussion

- Have you taught the new versions?
- What are your thoughts?



Thank you

Thank You Very Much.

