



COURSE BROCHURE
Program Features and Administration

CISCO

CERTIFIED IN SUPPLY CHAIN & OPERATIONS MANAGEMENT

www.brasl.com

ABOUT CISCOM TRAINING:

A competitive supply chain must be aligned with business goals. CISCOM training aims at aligning the supply chain processes from beginning to end, and improving performance through the use of Lean, Six Sigma and Just-in-Time methodologies. Training includes the use of computer-based supply chain simulation, which helps understand the correlation of factors involved in decision making.

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Learning Objectives

Upon completion of CISCOM training, the learner will be able to:

- Describe the basic elements and principles of supply chain management.
- Identify supply chain channels, and factors that affect supply chain performance, such as communication, complexity, and integration.
- Recognize various supply Chain planning processes, such as Sales and Operations Planning, Materials Requirement Planning and Capacity Requirements Planning.
- Perform calculations used in supply chain management such as Standard Deviation of Forecast Error, Safety Stock Requirement, On Time Shipping Metrics, Economic Order Quantity and Pipeline Inventory.
- Identify production strategies, for example, Chase and Level, Push and Pull.
- Perform calculations for costs related to production, for example, Cost of Goods Manufactured, Cost of Goods Sold and Contribution Margin.
- Describe the impact of supplier relationship Management on sustainable business operations.
- Identify inventory management principles and methods.
- Perform calculations related to inventory management, including First-in, First-Out, and ABC Classification.
- Identify various productivity improvement tools for specific purposes and situations, demonstrating their unique value, including Just In time, Lean and Six Sigma.

CISCOM CERTIFICATE PROGRAM'S Purpose and Scope



Purpose: To prepare candidates aspiring to work in a supply chain or operations function, and enhance the knowledge and skills of people already employed in such functions, for example: Operations Planning, Purchasing, Manufacturing, Distribution, Customer service, Inventory Management and others.

Scope: The CISCOM program's covers job roles in supply chain, logistics and manufacturing operations, for example, Planner, Buyer, Logistics Manager, Warehouse Staff, Inventory Manager, Production Manager, Customer Service Associate and others.

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Curriculum

4 Modules, One Exam

CISCOM training covers Supply Chain and Operations Management from beginning to the end, followed by a single exam, conducted online.

Module 1: PLANNING

Module 1 lays the conceptual foundation for further study of the subject matter. Topics reviewed include Competitive Strategy, Product Differentiation, SWOT Analysis, Planning Processes, including Sales & Operations Planning, Master Scheduling, Rough-Cut Capacity Planning, Capacity Requirements Planning, Materials Requirements Planning, Distribution Requirements Planning, Inventory Planning and other planning processes.

Module 2: ORGANIZING

Module 2 focuses on the structure of supply chain, and the relevance of various models to competitive strategy. Factors such as Complexity, Fragmentation, Interdependence and Channel Relationships are discussed, with respect to enhancing customer service while gaining cost efficiencies.

Module 3: DELIVERING

Delivery is the net outcome of the entire supply chain's efforts and operations. Supply Chain Execution being the front-end of interaction with the customer, the review encompasses forecast of sales, distribution, manufacturing, procurement, outsourcing, and other internal supply chain activities.

Module 4: GROWING

Profitable and consistent growth is the objective of every business, however, external and internal challenges can cause the focus to shift from long term sustainability to short-term expediencies and putting off the bush fires. Strong leadership and the use of appropriate methodologies is the key to maintaining sustained improvement. Tool kit discussed in this module includes Lean, Six Sigma, Just In Time, Total Quality Management, Toyota Production System, Theory Of Constraints and other proven methodologies for continuous improvement.

CISCOM Exam is conducted on-line. It has 120 Multiple Choice Questions, time allowed is 3 hours and the passing score is 70%.

Total time commitment for the course is 50 hours, consisting of 39 hours of on-line presentation, 8 hours of self study and 3 hours of exam.

MODE OF TRAINING:

Instructor-led training and Self-paced learning modes are offered, to meet the diverse learning needs of the students.

INFERENCE ABOUT CISCOM CERTIFICATE HOLDERS

Inference that can be drawn about CISCOM Certificate Holders: A CISCOM certificate is capable of developing the Forecast of Sales, calculate Materials Requirement, prepare Production Schedule, calculate Safety Stock requirement, calculate Economic Order Quantity for purchasing or manufacturing, conduct Cycle Count of Inventory, conduct process improvement studies including Lean, Six Sigma, Theory of Constraints and similar activities related to supply chain and operations management.

"The CISCOM program was a nice compliment to my business education, adding the latest concepts, industry trends and best practices, presented by subject matter experts. The CISCOM certificate helped me tremendously with my career progress. This is a great program for business students and working professionals alike."

- **George Robbins, CISCOM**

"I found CISCOM training very helpful towards gaining current knowledge in supply chain and operations management. The course content was well structured and the instructor very knowledgeable and supportive. The CISCOM Certificate has helped me in my career progress and I would recommend it to my fellow professionals."

- **Jignesh Bhatt, CISCOM**

Current, Effective Learning

INSTRUCTOR CREDENTIALS

Instructor qualification: CISCOM training is conducted by instructors with academic qualification and industry experience in supply chain management. Credentials include:

- A. Relevant professional designation.
- B. Minimum 5 years of industry experience.
- C. Minimum 2 years of training experience

BRASI practices continuous improvement based on feed-back from stakeholders including course participants.

FEES, DEADLINES, CANCELLATION AND REFUND

Course Fee: Course fees are posted on our web site and are subject to change without notice. Registration Dead-line: Registration closes seven calendar days before start of the course. Later registrations may be accepted, based on availability of space.

CANCELLATION AND REFUND

Cancellation of registration by candidate: Registration may be cancelled before start of the course, in which case the fee is refunded in full. For cancellations after the first session and before the exam 50% of the fee is refunded. Fee is refunded within one week from receipt of the cancellation request. No refund is allowed after the exam date.

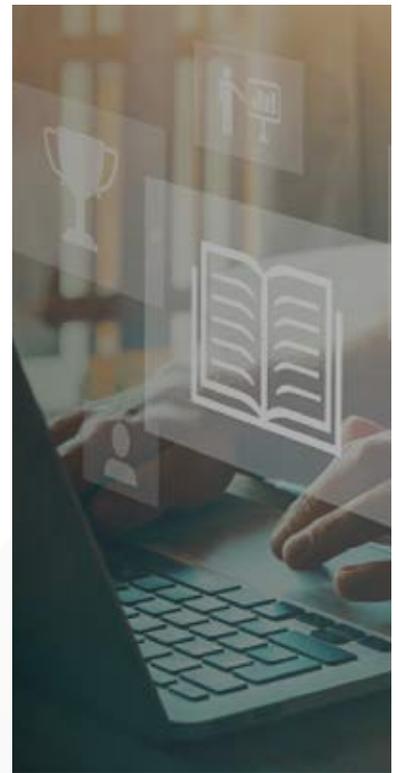
Cancellation of the course by BRASI: In case a course is cancelled by BRASI, full refund of fee will be made within one week from the date of announcing the cancellation.



CISCOM LEARNING SYSTEM

The CISCOM Learning System includes the following re-sources:

- 🔗 24x7 access to the online learning portal, containing:
 - Downloadable Participant Hand Book
 - Downloadable Presentation Slides
 - Exercises
 - Assignments
 - Quizzes
 - Computer-based simulation
- 🔗 Instructor-led live sessions conducted online and in class interactive and focused
- 🔗 Use of Supply Chain Simulation Tool to help understand the effect of supply chain decisions on business performance
- 🔗 Individual coaching and help as needed
- 🔗 Subscription to BRASI Monthly Newsletter and opportunity to contribute essays and articles for publication
- 🔗 Exam Guide
- 🔗 Practice Exam



CISCOM CERTIFICATE

CISCOM Certificate carries a unique ID code and is verifiable for employment purposes without any charge, in compliance with our privacy policy posted on our website.

Certificate holders are authorized to use the CISCOM designation with their name.

Certificate validity: CISCOM Certificate is valid for life.

About Business Research and Service Institute, LLC (BRASI)

- **BRASI** is a consortium of subject matter experts, passionate about training and development.
- **Incorporated** in the State of Pennsylvania, USA. Originally established in 1981, has a global footprint with affiliates in many countries.
- **Specialized** supply chain management training, covering all of supply chain from beginning to the end, including procurement, planning, manufacturing, transport, distribution and global logistics.
- **BRASI** owns and operates the CISCOM Certification Program.
- **CISCOM** has been accredited by the American National Standards Institute (ANSI) under ASTM Standard E2659-18 Ref. # 1192.
- **CISCOM** is now maintained by the BRASI Program Advisory Council (BRASI PAC) following the same ASTM Standard E-2659-18 under which it was originally accredited.
- **BRASI** PAC is comprised of the program's primary stakeholders from the industry, academia and alumni.

ABOUT CISCOM

A comprehensive training program, combining supply chain and operations management in a single, integrated curriculum.

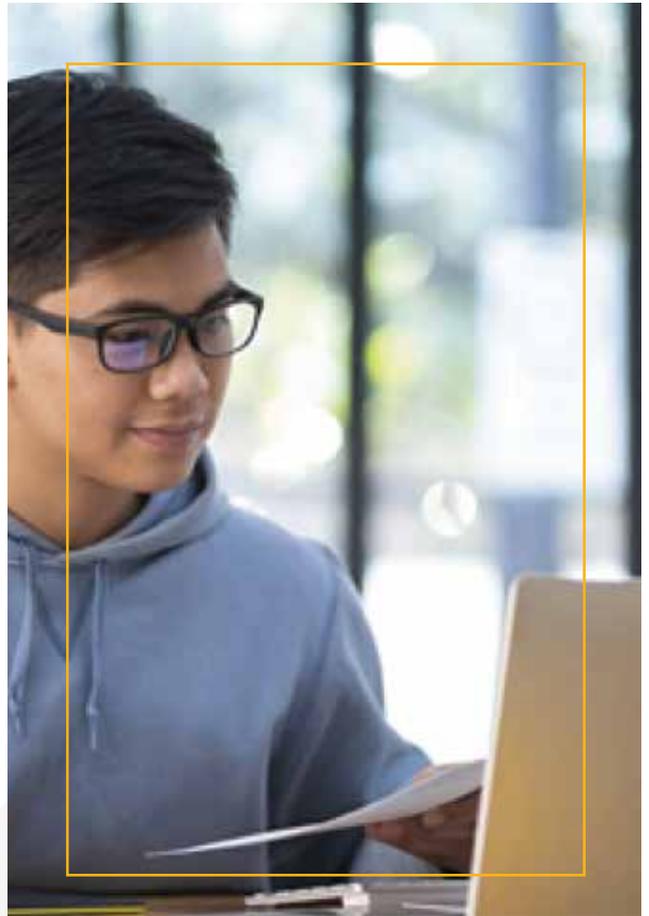
The program is administered in accordance with the relevant policies and procedures, and is monitored by the BRASI Advisory Council, the oversight committee for all of BRASI's training programs.

The curriculum is regularly maintained and upgraded, in accordance with the standard ADDIE methodology.

The CISCOM Exam is ratified for alignment with the course objective and the curriculum, and is also monitored by the BRASI PAC.

Eligibility criteria for registration: High School Diploma with two years of work experience, or a Bachelor's degree.

Eligibility criteria for taking the exam: Minimum 9 out of total 13 sessions (69%) must be attended, and assignments submitted in order to take the CISCOM Exam.



BENEFICIARIES AND STAKEHOLDERS

University and College Students

- Supply chain is one of the most cross-functional processes in a business. Therefore, while it is imperative not only for students of Business, Manufacturing, Engineering and Commerce subjects, but also for other disciplines that interact with supply chains, to have a sound knowledge of the underlying related concepts, and procedures. These include Information Technology, Project Management, Finance and Accounting, International Trade, and others.
- The CISCOM program complements the standard academic curriculum, while adding a unique value in terms of industry know-how, current best practices, and hands-on knowledge from trade and industry.
- Get involved - recommend CISCOM to your students, and ask BRASI about organizing a Case Competition at your campus.

Industry Professionals

- **Recognition** - establishing your mark of excellence.
- **CISCOM** designation - a credential that demonstrates your expertise in the subject matter.
- **CISCOM** is valid for life - no renewals required.
- **Get involved** - write for the BRASI newsletter - share your know-how, join the BRASI Instructor Community - become a BRASI affiliate.



University and College Administration

- Offer added value to your students.
- Get involved - join our Tripartite Collaboration for Research, Education and Business.
- Industrial tours - familiarization with work environment and developing professional network
- Case Competition - A Business Games Day, to get a feel of the real life business challenges, and to hone decision making skills.



Businesses

- CISCOM training focuses on alignment of supply chain with the business goals and strategy, aiming at productivity and efficiency gains.
- In addition to the latest concepts and methods, the training also includes introduction to Lean, Six Sigma, Just-In-Time and Theory Of Constraints which turn routine business processes into competitive advantage.
- Get involved for a tripartite Collaboration between research, education and industry.

From project-based, result-oriented intern placements - includes coaching and mentoring by BRASI Associates. Gain access to talent that is aligned with your business goals.



Job Placement Agencies

CISCOM is a definite advantage when it comes to offering the best value to your clients.

Get involved - choose a CISCOM Certificate holder or recommend the training to an aspiring job seeker to enhance their career potential.

Why CISCOM?

CISCOM offers unique value by combining the supply chain and operations management skills into a single, integrated training program. While supply chain management concepts help understand the relationships between supply chain channel members, focusing on strategic alignment, the operations management skills help deal with the processes internal to an organization, whereby value is added by change of form, function or position. Indeed, CISCOM covers the entire supply chain body of knowledge from the beginning to the end.

Why Now?

Due to increased competition and advancements in logistics technology, employers are looking for trained professionals to lead their business processes. CISCOM prepares candidates for success through applied tools and methodologies.

CISCOM Certification Program is governed by the BRASI Program Advisory Council



Business Research and Business Institute

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