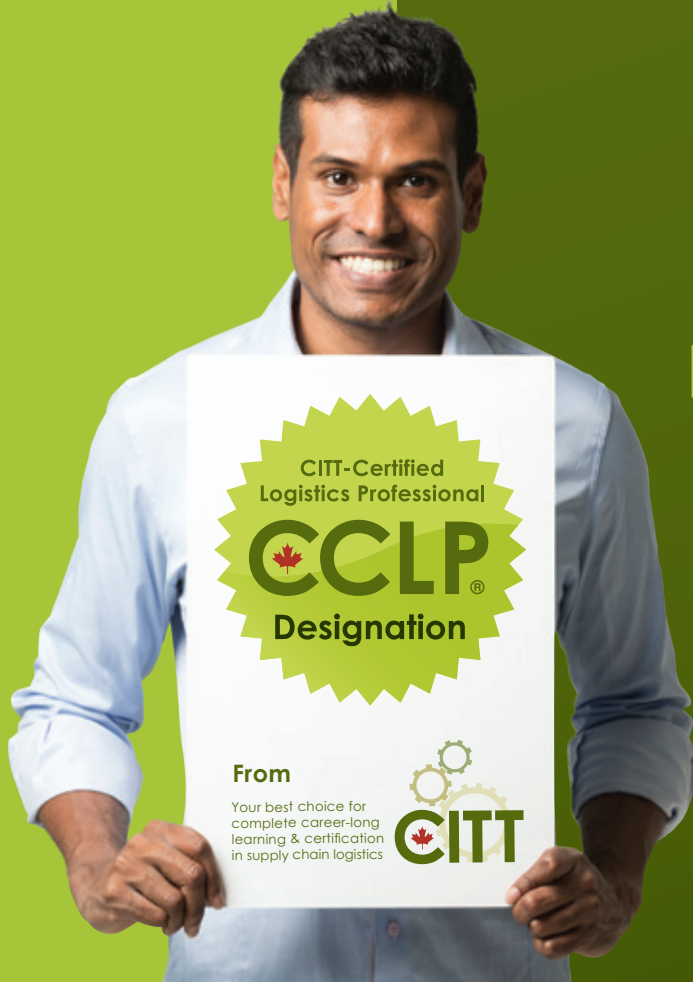


NEW:
Introducing the
Challenge On-Ramp!

What's the
most rewarding
career decision
you'll ever
make?





The CITT-Certified Logistics Professional Designation

As the original, most widely held and most respected Canadian professional designation in logistics, the **CCLP** designation delivers professional credibility you can build your career and business on.



It's a career decision, not just a credential decision

Employers recognize that **CITT-Certified Logistics Professionals** are extraordinary. They've proven themselves to be ethical professionals with strong people, process and performance capabilities—a combination that ranks them among the most well-rounded supply chain logistics professionals in the world.

The **CCLP** Designation meets and exceeds the highest standards for any professional credential. Earning and maintaining it is easily the single best thing you can do to boost your career prospects and maximize your potential. It definitely pays to know what you're doing, and to have the most valued industry-based credential to back you up.



preferred

3:1

CCLP is chosen 3:1
over other logistics
designations.

“

*I got a new job, [and just working toward becoming a **CCLP** designation holder] has given me a 20% pay increase, plus a pension plan that my previous employer didn't have.”*

- CITT student

**Better
pay**

MORE
advancement
opportunities plus a
range of management
pathways and options
across the sector

**Cross-
functional
capabilities &
improved job
protection**



For everyone who buys, sells or manages the flow of goods and materials—or is impacted by supply chain logistics

CITT develops and certifies the core capabilities common to *all* management roles in transportation, logistics, supply chain, distribution/warehousing – as well as other management level functions across this exciting, multi-faceted discipline. The **CCLP** designation is held by shippers, people who work for 3/4PLs, carriers, ancillary service providers and others.

“FMA encourages all supply chain stakeholders – shippers and service providers – to recognize and embrace the **CCLP** designation as *the* foundational supply chain logistics designation that everyone should seek out.”

Bob Ballantyne, CEO, FMA

Opens your world of career possibilities

CITT-Certified Logistics Professionals work at all levels of seniority, from newer professionals who aspire to more senior managerial roles to those already at the highest levels of business leadership.

They work all across industry—at transportation companies, 3PL & 4PLs, ports, and in warehousing & distribution. They also work at every type of company that operates a supply chain, including manufacturing, retail & grocery, consumer goods, food & beverage, pharma, chemicals, agriculture, natural resources—**CCLP** designation holders add value to any company that needs proven experts to build and manage profitable, reliable supply chain logistics operations.

Here's just a small sample of roles held by CCLP designation holders:

Director, Logistics Solutions; Team Lead, Logistics & Transportation; 3PL/4PL Leadership; Distribution Manager; VP, Supply Chain; Operations Supervisor; Supply Chain Analyst; International Trade Professional; Customs & Compliance Supervisor; Director, Warehouse & Distribution; Port Business Development; Transportation Company President/CEO.





There are 2 ways to industry's most respected logistics designation

CITT's offers two ways to earn the **CCLP** designation. To empower *more* people to succeed. While still giving industry the consistent, valid competency standard it needs.



competency



Pick your path to industry's most respected logistics designation

For experienced pros who have *already* mastered Canadian supply chain logistics management, CITT offers a **Challenge On-Ramp to the CCLP Designation**, including a challenge exam and practical interview. Learn more on pages 8-9. Or, develop, deepen and demonstrate your competencies by completing CITT's **CCLP Program of Study** courses online, or in the classroom with one of our official academic partner colleges and universities across the country. Learn more on pages 10-25.





Challenge On-Ramp

A streamlined process for those
with **broad, deep experience**
in Canadian logistics
management >

New in 2019! Introducing CITT's
new **Challenge On-Ramp to the
CCLP Designation**. Finally, there's
a fast, accurate and affordable
way for seasoned professionals
to prove their competencies
and qualify for industry's most
respected logistics designation
and full CITT membership.



experience

Challenge On-Ramp to the CCLP Designation

If you've *already* learned the business of logistics, you can **earn your CCLP designation *without* going you back to class.**

Designation seekers who are confident they've already mastered eight critical competency areas in Canadian supply chain logistics management can go straight to CITT's new **Challenge Exam**. Those who pass the exam then participate in a **Practical Interview**.



Both assessments can be completed from your place of work, online and by phone. Those who pass both assessments will be eligible to apply to become a CITT-Certified Logistics Professional. The entire process can take a matter of weeks.

Full Details:

citt.ca/challenge_onramp



“CITT was very encouraging and helpful. It only took me a matter of weeks to complete the competency assessment process. Of course, I'd spent several years readying myself to succeed by working in the business.”

- The first professional to earn the CCLP Designation via the Challenge On-Ramp



Program of Study

Learn everything you need to know to be certified as one of the **most well-rounded** supply chain logistics professionals in the world >

Depending on your background, your **CCLP** designation might be only 5 courses away.

Find your fastest route at
www.citt.ca/routefinder

A woman with dark curly hair, wearing a grey blazer over a white shirt, is smiling and holding a white rectangular sign. The sign has the word "capability" written on it in a large, bold, green font.

capability



Supply Chain Logistics

You can't fake competence in this business. And industry rewards expertise. Complete 5 of CITT's interlocking industry-created and nationally accredited supply chain logistics courses: 3 core, then pick 2 from several advanced electives. They're all described later in this brochure. When you're done you can be confident that your knowledge meets a shared globally benchmarked standard that delivers technical capabilities demanded of the best supply chain logistics management professionals in the world. Really eager? Double-up some of your courses to finish faster.



People and Business

Because the soft skills are hard. They're also in high demand. To earn your **CCLP** designation via the program of study you need 5 approved courses aimed at managing and leading people, change and business. If you have a business degree, prior courses or executive-level experience, course credit and advanced standings are available. If these don't apply for you, don't worry. You can develop your business competencies directly through CITT and via our partnership with the world-class University of Toronto School of Continuing Studies—all online.



Real Life Experience

Because nothing teaches like experience and nothing hones ability as well as doing. Log 3 years of relevant work experience before, while or after you do your coursework. Understanding the way things really work is central to the designation's credibility. If you've finished courses but not your experience component you are eligible to apply for special status as an "Articling Participant". We'd love to welcome you to our active community. Once you have all three components you're eligible to apply for your **CCLP** designation.



Program of Study

Everything designed
for busy, working
people >

CITT believes everyone who wants to work to advance their career should have the opportunity. CITT's online courses are all designed for busy adult learners.

Prefer classroom learning?

Check out CITT's growing list of academic partners here:

www.citt.ca/classroom

A woman wearing a patterned hijab and glasses is smiling and holding a large white sign.

**accessible
& flexible**



Practical Learning & Applications

CITT's courses are grounded in the real world. Even experienced professionals gain insight, and the majority of our students say that CITT's courses help them perform better in their job on a daily basis. Discussions, cases, quizzes, reports and exams are all used to help you learn and confirm your understanding. You'll have experienced supply chain logistics experts helping to facilitate your learning. There's structured flexibility so you can fit course work into your life.



Facilitated, Online & Mobile-Friendly

We've created learning and certification for people on the go. While your course is underway, you'll have access 24/7 from anywhere in the world your business takes you. Discussions are online, and quizzes and exams are, too. Your case assignments are submitted digitally. It's totally easy!

CITT has a highly rated program team available to help you with course decisions and any technical questions you may have along the way.



3 Sessions Per Year

Start and take courses throughout the year. CITT offers all of our online courses toward the **CCLP** designation three times a year. Courses run:

September-November
January-April
May-July


And depending on your needs, pre-requisites and energy level you **CAN** register for more than one course at a time!

See our course calendar at www.citt.ca/coursecalendar

Transportation Systems

“

With today's global competition, the margin for error is very small. *Transportation Systems* can help you maintain your competitive advantage.”

A man with dark hair, wearing a dark suit, white shirt, and purple tie, is smiling and holding a white rectangular sign with both hands. The sign contains text in green and black. The background is a solid green color.

**Now I can
offer more and
better insights**

Transportation Systems

is a comprehensive course that will give you the best foundation to manage or design omni-channel global transportation logistics systems. Realistic case and discussion-based learning helps professionals streamline decision-making to minimize errors that can lead to longer transit times, increased costs of transit, unnecessary inventory carrying cost, fines for non-compliance, and increased handling and damage to products.

A great base for shippers. And a strong start for carriers and people who work for 3/4PLs to demonstrate mastery of systems they may already know well.

Details | www.citt.ca/transportationsystems



Course grads will learn—or confirm—they can:

- Understand and **capitalize on the comparative efficiencies** of various modes of transportation (rail, road, air and water) and the procedures and documentation required for each.
- **Streamline the process** of getting product to market, optimizing the secondary transportation services that compliment intra-modal and inter-modal supply chain operations.
- **Optimize the use of specialized intermediaries** (freight forwarders, transportation brokers, customs brokers), knowing when to use them, how to evaluate their cost and quality and learn ways to minimize the time spent coordinating their services.
- Apply operational insight to **negotiate more effectively** and confidently with all stakeholder groups.
- **Reduce or avoid personal and corporate exposure** to fines, seizure of goods, environmental damage and criminal charges by recognizing relevant safety standards and transportation legislation, including the *Transportation of Dangerous Goods Act*.




www.citt.ca
416-363-5696 • info@citt.ca

Logistics Processes

“

Really helps
streamline the
entire supply
chain process.”

A woman with short brown hair and blue eyes is smiling and holding a white rectangular sign. She is wearing a dark grey button-down dress over a white long-sleeved shirt, cinched with a leopard-print belt. The background is a solid green color.

**Now I can
confidently pass
this knowledge
onto my team**

Logistics Processes connects multi-modal transportation to the wider, interdependent supply chain in a safe, time- and cost-efficient manner.

Course work sharpens your ability to optimize variables to create day-to-day efficiencies and manage operational liabilities and obligations. Applied to simple modal choices or complex (multi-carrier/multi-modal) projects, you will learn to move materials, finished goods and information efficiently through all points and processes before, between and after transportation links from source to destination, on a national and international scale.

Details | www.citt.ca/logisticsprocesses



Course grads will learn—or confirm—they can:

- Understand and select the best warehousing, materials handling and unitization strategies to minimize the cost, time and space needed to **handle and store goods** between transportation links.
- **Procure** logistics suppliers using sound selection criteria and develop performance metrics for cost-effectiveness and service quality.
- Facilitate smoother **international trade** for their companies by having a good working knowledge of: documentation required for international transportation, Canada Customs import/export processes, current Incoterms and the role of customs brokers.
- **Negotiate stronger contracts and prepare complete Bills of Lading** that avoid common errors and omissions and formalize service expectations, legal responsibilities as well as rates.
- Minimize the company's exposure to damage, loss or liability through the use of proactive **risk management strategies**.




www.citt.ca
416-363-5696 • info@citt.ca

Economic Influences on Logistics

“

Higher profits. Lower costs.
Better negotiation skills”

A smiling man with short dark hair, wearing a light blue dress shirt and a grey tie, is holding a white rectangular sign. The background is a solid green color.

**Real life. Big picture. I can make
much better overall decisions.**

Economic Influences on Logistics

will help you relate outside economic forces to costing, pricing and operating logistics operations within a business enterprise.

CITT's realistic cases give you a much deeper understanding of macroeconomic trends, government intervention, and how to capitalize on microeconomic levers. You'll be able to use that knowledge to make seemingly uncontrollable influences on supply chain profitability much more predictable—and survivable.

Details | www.citt.ca/economicinfluences



Course grads will learn—or confirm—they can:

- **Adapt operations** to the unique influences of Canadian infrastructure, transportation, trade agreements and logistics technology, and understand how they affect Canada's ability to compete globally.
- **Perform cost/benefit analyses**, identifying all costs (direct, indirect, internal and external).
- **Adjust logistics strategies** to changes in the health of the economy and economic cycles and governmental regulation.
- **Capitalize on economic concepts** such as supply and demand, diminishing returns and economies of scale
- **Decide between modes of transportation** based on economic characteristics, internal & external factors.
- **Develop pricing strategies** considering inputs such as marginal and average costing, peak load, front haul / back haul pricing, price discrimination, and congestion cost pricing.
- Adjust to early signs of changes in supply and demand across modes and adjust modes to **avoid cost increases and delays**.



www.citt.ca

416-363-5696 • info@citt.ca

Transportation Law

“

The legislation and regulations are constantly evolving. Being able to decipher them means that you can maintain your compliance.”

A smiling man with a mustache, wearing a white shirt, is holding a large white sign. The sign contains the text: "Now I'm more comfortable representing my company's best interests".

**Now I'm more
comfortable
representing
my company's
best interests**

Transportation Law will help you to import, export and move goods domestically in compliance with legislation, regulations and contract law and understand your obligations. And understand how commercial contracts and claims work across all modes of transportation.

You'll learn how to exercise 'due diligence', understand when you need to seek legal counsel and how to limit your personal and corporate exposure to civil, corporate and commercial liabilities.

This is a must-have course for anyone who has any accountability for compliance or is involved in the development, execution or fulfillment of contracts.



Course grads will learn—or confirm—they can:

- Understand and apply relevant case law and government statutes to ensure their company's transportation operations are **compliant with legal requirements**.
- **Minimize or avoid claims** by understanding common law and Contracts of Carriage across the specific modes as well as the role and limits of the Bill of Lading.
- Find and use legal precedent to **initiate and strengthen claims** against carriers or other third parties.
- **Get the most value from outside legal counsel** by being better informed and able to ask the right questions, saving your company time and money.

Details | www.citt.ca/transportationlaw



www.citt.ca
416-363-5696 • info@citt.ca

Logistics Decision Modelling

“

Logistics Decision Modelling helps pros plan their business using facts, not gut-feel. Managers who learn and use these techniques can significantly reduce poor decisions.”



Now I can figure out where to focus my resources and achieve goals.

Logistics Decision Modelling

will help you make better-informed, methodical decisions using proven techniques and standard industry decision-support tools, techniques and software. This will help you avoid significant errors that can result in higher costs, delivery delays, and the loss of revenue and profit. You'll also learn how to better control risk and maximize the use of scarce organizational resources, modelling different scenarios and analyzing a range of commercial inputs.

Recommended for anyone in a supply chain or logistics decision-making role who wants to have more credibility with senior management, or who wants to advance to an executive position within the industry.



Course grads will learn—or confirm—they can:

- Apply their knowledge of financial statements to quickly identify **CVP (cost-volume-profit)** relationships between fixed and variable costs.
- **Analyze their business**, modelling and evaluating multiple “what if” scenarios on everything from inventory control and capital budgeting to CVP, using best practice techniques and built-in capabilities of Microsoft Excel.
- **Conduct multi-factor analyses** through the evaluation of inputs from interrelated departments such as finance, marketing, production, transportation, inventory and quality control.
- Gain a deeper understanding of **inventory control** as a major corporate concern by learning how to determine the costs of holding inventory as well as the costs associated with stock outs, economic order quantity and safety stock.
- **Allocate scarce resources** using repeatable decision-making processes that consider key factors such as people, money and equipment capacity while calculating the maximum inventory investment.

Details | www.citt.ca/logisticsdecisionmodelling



www.citt.ca

416-363-5696 • info@citt.ca

Integrated Logistics

“

Comprehensive.
Someone might take
10-15 years of working
on the job to acquire
these insights and
knowledge—if ever.”



**Now I'm much more effective
in my role, and can bring
more to the table.**

Integrated Logistics will help you design (or redesign) responsive, integrated systems within cross-functional supply chain and logistics environments to deliver maximum value to all stakeholders while minimizing exposure to service interruptions.

A comprehensive, senior-level course that explores how integration is crucial to sound logistics operations within successful and sustainable organizations.

Details | www.citt.ca/integratedlogistics

Course grads will learn—or confirm—they can:

- **Integrate full systems.** Understand, align and integrate all internal and external functions into one cohesive system. These functions can include production management

planning, procurement, materials and handling, quality control, inventory control and order processing, warehousing, data exchange, finance, transportation and customer service.

- **Develop overall supply chain metrics** needed to better understand the financial impact of supply chain strategies on the income statement, balance sheet, corporate profitability and return on investment.

- Understand and **apply diverse operational approaches** to inventory management (i.e. Just in Time, Material Requirements Planning, Distribution Resource Planning), while considering the Total Cost of Ownership and the Economic Order Quantity approach to inventory decision-making.

- **Allocate physical and financial resources** to the parts of the organization that best suit the entire logistics system.

- **Identify legal, ethical and human resource factors** that impact decisions.

- **Create micro and macro value chains.**



www.citt.ca

416-363-5696 • info@citt.ca



The final steps to earn your **CCLP Designation** are easy >

Once you've completed the Challenge On-Ramp or Program of Study and have the required work experience, you can apply for your **CCLP** designation and become a full voting member of CITT.*

Annual fee for membership & right to use the **CCLP** designation applies



Commit to Career-Long Professional Development & Ethical Conduct

The CCLP designation stands among the most globally respected professional designations. It's based on proven knowledge and experience. It's accessible and attainable. And it also requires that designation holders accept the responsibilities of 'professionalism', including staying up-to-date in the field and operating ethically.



Join CITT & Connect With Your Professional Peers

You're not just making a career decision, you're also gaining a professional community. The CITT community is industry's largest and most active supply chain logistics peer network, filled with successful, confident, and collaborative professionals who maintain their **CCLP** designation and CITT membership year after year*. We hope you'll join them and become one of the most well-rounded supply chain logistics professionals in the world.

*Annual fee for membership & right to use the **CCLP** designation applies



The **CCLP** designation is capability, confidence and credibility.

It is the most respected and valued industry-based, national standard. It certifies knowledge, experience, ethical conduct and a commitment to continuing education and a peer community. **CCLP** designation holders rank among the most complete, well-rounded supply chain logistics professionals in the world.

And it's from **CITT**—industry's most experienced source of career-long professional development, certification & expertise in supply chain logistics. Founded by industry, for industry.



416.363.5696

info@citt.ca

www.citt.ca/cclp

©CCLP (CITT-Certified Logistics Professional) is a registered trademark of CITT