



Case New Holland (CNH) is a multinational headquartered in Turin (Italy) manufacturing agricultural and construction machinery in production facilities throughout Europe, America and Asia. In Italy, CNH decided to invest in APICS training for a group of employees in its supply chain and operations organization. The aim was to improve process performance by creating a shared basis of competencies and best practices. As its partner in this project CNH chose Advance Operations Management School, a management training school specializing in operations and supply chain management and an Authorized Education Provider (AEP) for APICS, the Association for Operations Management. Advance prepares professionals for the internationally-recognized CPIM (Certified in Production & Inventory Management) and CSCP (Certified Supply Chain Professional) certifications based on the APICS body of knowledge (BOK).

## Success story: CASE NEW HOLLAND

### TRAIN FOR PER4MANANCE - COMPETENCE BOOST

The school leads the field in innovative training programs designed to meet the needs of an ever changing market. For CNH the school provided one of its Train for Per4mance (T4P) programs. T4P courses

are designed by Advance consultants to accelerate the conversion of APICS knowledge into real skills and competencies thereby increasing the ROI of training.

The program takes participants through two steps:

#### Step 1: Training APICS

Learning and expanding knowledge. Participants learn the APICS body of knowledge (BOK) and acquire superior knowledge.

#### Step 2: Competence Boost

Applying knowledge and developing skills. Participants are divided into competing teams and take part in a one- to two-day training course in a simulated business environment. Their task is to improve the fortunes of a company with serious economic difficulties by applying their APICS knowledge. The simulation is based on a real case study.

The Competence Boost participants are assisted by Advance instructors who have undergone special training and are certified APICS tutors.

The program has been successfully implemented at CNH with 24 professionals from the operations and supply chain management area taking part.

*"Competence Boost was very useful for applying all the APICS concepts to a real situation",* says one of the participants in the CNH course who along with the other participants expressed great enthusiasm for the program.

*"The innovative training provided by Advance and APICS is greatly facilitating the learning and implementation of best practices in operations and supply chain management",* says the HR Business Partner Global responsible for SCM at CNH.

*"The T4P program is a unique innovation in Italy and we are very glad that it is enjoying such success with our clients. Clients today need to translate their investments in training into real results for their companies in the shortest time possible",* says Anne Simone Pfister, director at Advance Operations Management School.

In the meantime, the professionals at CNH continue on their path to CPIM certification. The last session of the Competence Boost course awaits them. This is the most complex and challenging of all the sessions where they will be called upon to apply all the APICS knowledge and skills they have acquired during the program.

