



EXAMINATION MANUAL

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Introduction:

Confederation of Indian Industry congratulates you for your interest in SCM Pro.

The SCM Pro Certification program is created to endorse the competencies of practitioners primarily in the field of Operations, Logistics and Supply chain Management. This manual is to assist you to prepare for the SCM pro examination, things to do before and during the examination.

Registrants are requested to strictly comply with regulations for proper conduct and administration of examination.

Best Wishes.,

CII Institute of Logistics team.

PRE EXAMINATION REQUISITES:

Registrants are requested to check for the following points before going for the **SCM Pro** examination. Important aspect is **Hall ticket & Test Centre**

1. The registrant should have blocked the Aptech ATTEST examination centre
2. The registrant should have received the Hall ticket by Email from CII
3. The registrant have taken a print-out of the hall ticket and put his/her signature
4. The registrant can carry a calculator (Mobile phones are strictly NOT permitted)
5. The registrant to get familiarized with Aptech ATTEST test centre's address
6. The registrant to report at least 20 minutes before the commencement of the examination

AT THE EXAMINATION CENTRE :

The registrants are NOT permitted to carry mobile phones, reference material, any other book or material, laptop or tablets, any other electronic gadgets like MP3 players etc., inside the examination test centres.

Registrants will be given with two sheets of paper for rough work out. These papers are to be left in the workstation itself.

CII holds the right to terminate the examination and debar the registrant / hold the result – if (a) the registrant is found referring any support material during the examination (b) the registrant is consulting co-registrant (c) registrant is found noting the questions for the purpose of carrying outside.

The procedure that will be followed at the test centre will be as given in the flow chart:

1. Registrant to report to allotted ATTEST Centre
2. Registrant, to submit Hall Ticket print out to the ATTEST Centre in-charge
3. Registrant to produce, valid ID proof to the ATTEST Centre in-charge. (Registrant to contact CII Officer for exemption, "On-condition")
4. ATTEST in-charge to capture the photograph of registrant in web camera
5. Registrant to sign in the register to record attendance
6. ATTEST In-charge to allot an examination node to the registrant
7. The registrant to ensure, mobile phone, reference material of any kind is not taken inside
8. Registrant to take up examination at scheduled timing and at the end, it is submitted

9. Registrant to sign-off in the attendance register at the time of leaving the ATTEST centre.

POST EXAMINATION:

Post 'Mock Examination', the raw score will be immediately shown to the participant.

After Final examination, the results will be announced in TWO weeks time.

CII will seek the successful participants' consent to publish their names, contact details in web site. Upon getting the consent, the names will be posted in our website.

Certificates will be dispatched in FOUR weeks time.

EXAMINATION PREPARATION TIPS :

1. Candidates are expected to understand fully all the relevant concepts and terminologies in Logistics and Supply chain Management. The questions will be framed to test this understanding and also application of outlined concepts, tools and techniques.
2. The supplied reference material will help the participants to meet these expectations. However, additional referencing with the help of standard books on Logistics & Supply chain Management will be definitely helpful.
3. The examination will be for 3 hours with 200 'Multiple Choice Questions'
4. There will not be negative marks for wrong answers.
5. The five modules have different weightages in terms of number of questions. For example, the module : Supply Chain Management Essentials, will have 20 % which means approximately 40 questions out of 200 questions will be from this module.
The weightage for all the modules are as follows:
Supply Chain Management Essentials – 20%
Competitive drivers of Supply Chain- 35 %
Customer Relationship management & Supplier Relationship Management - 15 %
Application of Information Technology in Supply Chain Management -15 %
Global Supply Chain Management - 15 %
6. **Rigor level** : Approximately, 33% questions will be 'difficult', 33% will be moderate, 33% will be easy.

SAMPLE QUESTIONS :

1. The process of planning, implementing and controlling the efficient, cost effective flow of materials and related information from the point of consumption to the point of origin is :
- a) Logistics
 - b) Supply Chain Management
 - c) Upstream management
 - d) Reverse logistics

ANS : d) Reverse Logistics

2. Under which group of perspectives, the indicators are grouped in the Balanced Score Card :
- I. Financial Perspective
 - II. Customer Perspective
 - III. Supplier Perspective
 - IV. Internal Business process Perspective
 - V. Learning & Growth Perspective
 - VI. Time Perspective
- a) I , II, III & V
 - b) I,II,IV & V
 - c) I,II,III & VI
 - d) II,III,IV&V

ANS : b) I,II,IV & V

3. Which one of the following statements is True?
- a) Forecast demand of 1000 gm pack detergent powder is more accurate than the aggregate forecast demand of detergent powder in a planning period.
 - b) Forecast demand of 5 kg pack rice is more accurate than the aggregate forecast demand of rice in a planning period.
 - c) Aggregate forecast demand of notebooks (small laptop) produced by HP is more accurate than the forecast demand of Elite book in a planning period.
 - d) Forecast demand of Honda City is more accurate than the aggregate forecast demand of Sedan cars produced by Honda in a planning period.

ANS : c) Aggregate forecast demand of notebooks (small laptop) produced by HP is more accurate than the forecast demand of Elite book in a planning period.

4. Which one of the following is NOT TRUE about ABC analysis?
- a) 'A' category items accounts for items of very high consumption value with approx. 70% of total number items.
 - b) 'B' category items accounts for items of very moderate consumption value with approx. 20% of total number items.
 - c) 'A' category items accounts for items of very high consumption value with approx. 10% of total number items.
 - d) 'C' category items accounts for items of very low consumption value with approx. 70% of total number items.

ANS : a) 'A' category items accounts for items of very high consumption value with approx. 70% of total number items.

5. Which of the following is NOT true about VMI?

- a) There exists possibility of sale of substitute products of the competing manufacturers by the retailers.
- b) Manufacturer tends to ignore the impact of substitution while making replenishment decisions.
- c) Supplier owns the inventory as long as the goods are lying in the shelves of retailer.
- d) Retailer owns the inventory as long as the goods are lying in its shelves.

ANS : d) Retailer owns the inventory as long as the goods are lying in its shelves.

6. Which of the following lot-sizing techniques results in the lowest holding costs?

- a) Lot-for-lot ordering
- b) Lot size ordering
- c) EOQ
- d) Quantity discount model

ANS: a) Lot-for-lot ordering

7. The MPS calls for 110 units of Product A. There are currently 60 of Product A on hand. Each A requires 4 of Part B. There are 20 units of B available. The net requirements for B are

- a) 20
- b) 120
- c) 180
- d) 240

ANS : c) 180

8. A bill of material (BOM) lists the

- a) Times needed to perform all phases of production
- b) Production schedules for all products
- c) Components, ingredients, and materials required to produce an item
- d) Operations required to produce an item

ANS : c) Components, ingredients, and materials required to produce an item

9. When safety stock is deemed absolutely necessary, the usual policy is to build it into which category of the MRP logic?

- a) Projected On Hand
- b) Gross Requirements
- c) Scheduled Receipts
- d) Net Requirements

ANS: a) Projected On Hand

10. The price of labor and fuel incurred for each trip independent of the quantity transported is included in

- a) Vehicle-related cost.

- b) Fixed operating cost.
- c) Trip-related cost.
- d) Quantity-related cost.

ANS: c) trip-related cost

11) The most serious challenge to collaborative planning is ?

- a) common mode of communication
- b) standard protocols for exchanging data
- c) motivation to share confidential information
- d) applications for forecasting and planning

ANS : c) motivation to share confidential information

12. Which of the following creates "consumer demand"?

- a) dependent demand
- b) independent demand
- c) direct demand
- d) indirect demand

ANS : b) independent demand

13. Which element refers to the supply chain's ability to respond to unplanned orders in larger or smaller amounts than expected or earlier than expected?

- a) reliability
- b) responsiveness
- c) flexibility
- d) costs
- e) asset management

ANS : c) flexibility

14) What is the Cash-to-Cash Cycle Time if a supply chain has 50 days of supply, 30 days of receivables and 35 days of payables?

- a) 30 days
- b) 40 days
- c) 45 days
- d) 50 days
- e) 80 days

ANS : c) 45 days = 50 + 30 – 35

15) All of the following are used to calculate the Cost of Goods sold EXCEPT:

- a) direct material
- b) direct labor
- c) contribution margin
- d) overhead

ANS : c) contribution margin

Cost of Goods Sold (COGS) = Direct Material + Direct Labor + Overhead

16. Which of the following are included in calculating the cost of carrying inventory?

- I. Heating and lighting a Stores
- II. Obsolete inventory
- III. Labor to move material
- IV. Damaged inventory

- A) I, II, and III
- B) II, III, and IV
- C) I, III, and IV
- D) I, II, III, and IV

ANS : D) I, II, III, and IV

17. On which of the following value of goods the duties are levied

- a) Assessable value
- b) FOB value
- c) CIF value
- d) Unit value

ANS : a) Assessable value

18. Customs Education Cess is computed on

- a) BCD
- b) CVD+ education cess
- c) BCD+CVD
- d) BCD+CVD+ education cess

ANS : d) BCD+CVD+ education cess

19. The basis of Marine insurance is

- a) High freight charges involved in international transportation
- b) Risks involved in international transportation
- c) Risks involved in receiving payment from overseas Buyers

ANS : b) Risks involved in international transportation

20. Exchange Rate risks are overcome by

- a) Forward Exchange contracts
- b) Insurance Policy from ECGC
- c) Export loans

ANS : a) Forward Exchange contracts

21. Natural disasters in insurance are described as

- a) Transportation risks
- b) Extraneous risks
- c) Acts of God

ANS : c) Acts of God

22. NFC uses

- a) Cryptography
- b) Cryptography and SSL

- c) SSL
- d) Cryptography, SSL, VPN

ANS : a) Cryptography

- 23 In Bluetooth, a device
- a) Can talk to other devices simultaneously
 - b) Cannot talk to other devices
 - c) Can send but cannot receive
 - d) Cannot receive data simultaneously from other devices

ANS : Can talk to other devices simultaneously

24. Following are advantages of the SCOR model EXCEPT:
- a) measures cross-functional, cross company supply chain processes
 - b) formulae to calculate numerical values exist
 - c) metrics can be used to benchmark against industry-best or best-in-class performance
 - d) incorporates a balance scorecard perspective
 - e) developed and refined by major firms

ANS : d) incorporates a balance scorecard perspective

25. Which of the following is NOT a characteristic of innovative products
- a) little variety
 - b) unpredictable demand
 - c) relatively short life cycles
 - d) high contribution margins of 20 to 60 percent
 - e) end-of-seasons markdowns in the range of 10-25% of regular price

ANS : a) little variety

26. The responsibilities of the shipper are the least in
- a) DAP
 - b) Ex-works
 - c) FCA

ANS: b) Ex-works

27. Orientation Labels are used to
- a) Provide handling instructions
 - b) Make packing more attractive
 - c) Add strength to the packing material

d) Explain the volume of cargo

ANS : a) Provide handling instructions