

# SCOR<sup>®</sup>

SUPPLY CHAIN OPERATIONS REFERENCE MODEL

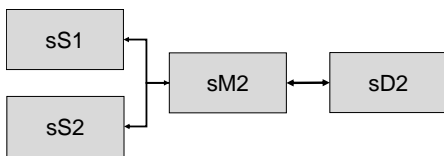
# PROFESSIONAL SAMPLE QUESTIONS

## SCOR Practice Exam

1. WIP Inventory is associated with which Process type?

- (A) Deliver
- (B) Make
- (C) Plan
- (D) Source

2. The diagram below is BEST described as



- (A) ETO
- (B) MTO
- (C) MTS
- (D) Retail

3. What are the Inventory Days of Supply based on the data below?

- Revenue \$ 350,000
- Five Point Rolling Average Inventory \$ 25,000
- Cost of Goods Sold \$ 255,150

- (A) 0 days
- (B) 15 days
- (C) 26 days
- (D) 36 days

4. The definition of a *structured* best practice is:

- (A) Not emerging, not outmoded
- (B) Features a clearly stated goal, scope, process, and procedure
- (C) Demonstrated in a working environment and linked to key metrics
- (D) Proven in multiple organizations and industries

5. *Customer Commit Date* creation is associated with which of the following?

- (A) Delivery
- (B) Enable
- (C) Return
- (D) Source

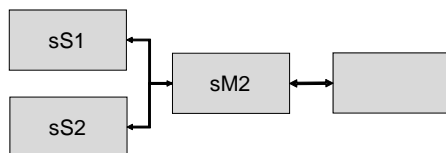
6. Sales Forecast is an input PRIMARILY to

- (A) sP1 Plan Supply Chain
- (B) sP2 Plan Source
- (C) sP3 Plan Make
- (D) sP4 Plan Deliver

7. Your consumer product company has a very slow reaction to changes in customer demand. In addition, they have excessive levels of inventory, a high customer complaint rate and poor delivery performance. Executive Management has been advised to move from a Push to a Pull environment. What characteristics of a Pull environment should improve the situation?

- (A) Supply chain is aligned to supplier product availability.
- (B) Factory production is tightly synchronized to customer orders.
- (C) Demand management and supply chain management are managed independently.
- (D) Replenishment is determined by safety stock, safety lead time, lot sizing queues and set-ups.

8. Which of the following is the MOST appropriate Level 2 process to put in the blank box shown below?



- (A) sDR
- (B) sD2 Deliver MTO product
- (C) sP4 Plan deliver
- (D) aS2 Source-MTO product

Questions 9 and 10 refer to the following information.

Cash flow has become a critical issue in your company due to extending more favorable terms established by your credit department. The following chart summarizes this year's and last year's financial situation. The company is currently holding \$75 Million in Gross Inventory.

	Last Year	This year
Days Sales Outstanding	37	37
Days Payable Outstanding	42	45
Inventory Days of Supply	15	20
Cash to Cash Cycle Time	10	

9. What is this year's Cash to Cash Cycle Time?

- (A) 12 days
- (B) 18 days
- (C) 20 days
- (D) 22 days

10. What Inventory Reduction do you need this year to maintain the same Cash to Cash Cycle Time as last year?

- (A) \$ 7.5 Million
- (B) \$12.5 Million
- (C) \$37.5 Million
- (D) No reduction

## SOLUTIONS

Question	Key	Content Area	Sub-Content Area
1	B	Key Concepts	Overall SCOR
2	B	Key Concepts	Level-2 Categories
3	D	Metrics	Calculation: Cash-to-Cash Cycle time
4	B	Best Practices	Definitions
5	A	Processes	Deliver
6	A	Processes	Plan
7	B	Best Practices	Applicability
8	B	Techniques	Modeling
9	A	Metrics	Calculation: Cash-to-Cash Cycle time
10	A	Metrics	Calculation: Return on Supply Chain Fixed Assets

Question	Reference
1	SCOR v11.0 Reference, SCOR v11.0 Framework Class
2	SCOR v11.0 Framework Class
3	SCOR v11.0 Reference, SCOR v11.0 Framework Class, AM.2.2 Inventory Days of Supply

4	SCOR v11.0 Reference, BP.B Best practices
5	SCOR v11.0 Reference, RL.2.2 Deliver Performance to Customer Commit Date
6	SCOR v11.0 Reference, BP.033 Traditional Demand Forecasting Improvement
7	SCOR v11.0 Framework Class, BP.027 Pull-Based Inventory Replenishment
8	SCOR v11.0 Reference, sM2 Make to Order
9	SCOR v11.0 Reference, SCOR v11.0 Framework Class, AM.1.1 Cash to Cash Cycle Time
10	SCOR v11.0 Reference, SCOR v11.0 Framework Class, AM.1.2 Return on Supply Chain Fixed Assets



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