

SCOR<sup>®</sup>  
Professional  
Certification



**SCC**<sup>SM</sup>

supply chain council



## References

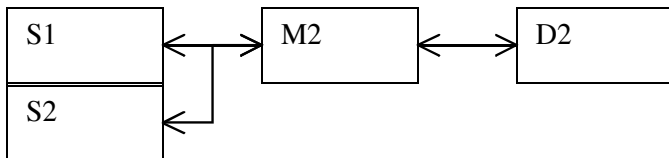
1. SCOR 8.0 Reference Manual
2. SCOR 8.0 Framework Training Presentation
3. SCOR 8.0 Implementation Training Presentation

## Sample Questions

At the end of the sample questions, you will find the key (correct response), the content outline, the sub-content outline and the reference.

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 chart 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. Which of the following is NOT a feature of Best Practices?

- (A) Current
- (B) Defined
- (C) Permanent
- (D) Proven

5. Which of the following is one of the broad attribute groups in SCOR?

- (A) Customer
- (B) Financial
- (C) Global
- (D) Retail

6. A significant role of the SCOR Evangelist is to

- (A) plan data collection.
- (B) identify Best Practices.
- (C) train subject matter experts.
- (D) build organizations support.

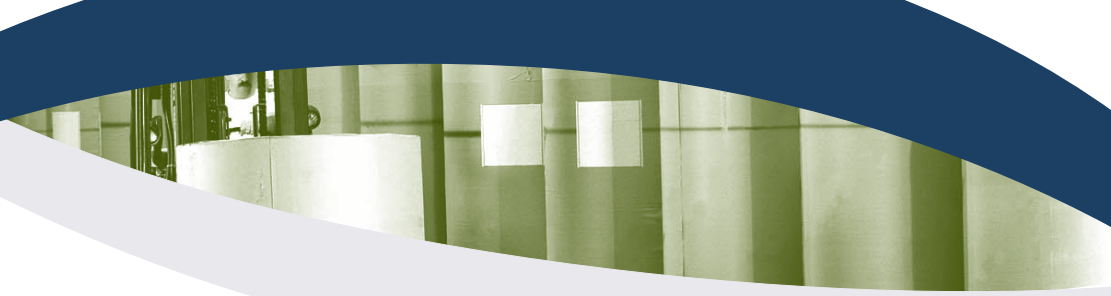
7. Using Pareto Analysis to analyze Process Defects **PRIMARILY** results in which of the following?

- (A) Identifying 80/20 contributors.
- (B) Completing traveler worksheet.
- (C) Grouping defects by process area.
- (D) Linking process, metrics and practice.

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

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

9. Sales Forecast is an input **PRIMARILY** to



9. Sales Forecast is an input PRIMARILY to
- (A) P1
  - (B) P2
  - (C) P3
  - (D) P4
10. Which of the following will PRIMARILY link to M2?
- (A) D2
  - (B) D3
  - (C) P1
  - (D) S3
11. When identifying and analyzing roles taken with a Source process, you initially identify "R" – Responsible, "A" – Accountable, and "C" – Consulted Roles. After further process interviews you find one more role which indicates a problem. Which role is it, and why?
- (A) "C" – indicates that there is no "I" – Informed role
  - (B) "A" – indicates that there are too many Accountable roles
  - (C) "D" – indicates that one role is Defective
  - (D) "L" – indicates that there is a Legal constraint
12. After receipt and verification of raw material, the material is identified as defective during manufacturing. Which process will be utilized to disposition the material?
- (A) DR1
  - (B) DR2
  - (C) SR1
  - (D) SR3

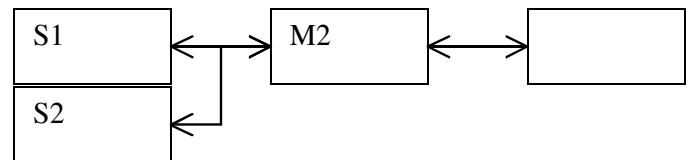
**Questions 13 and 14 refer to the following information.**

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.

13. 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.

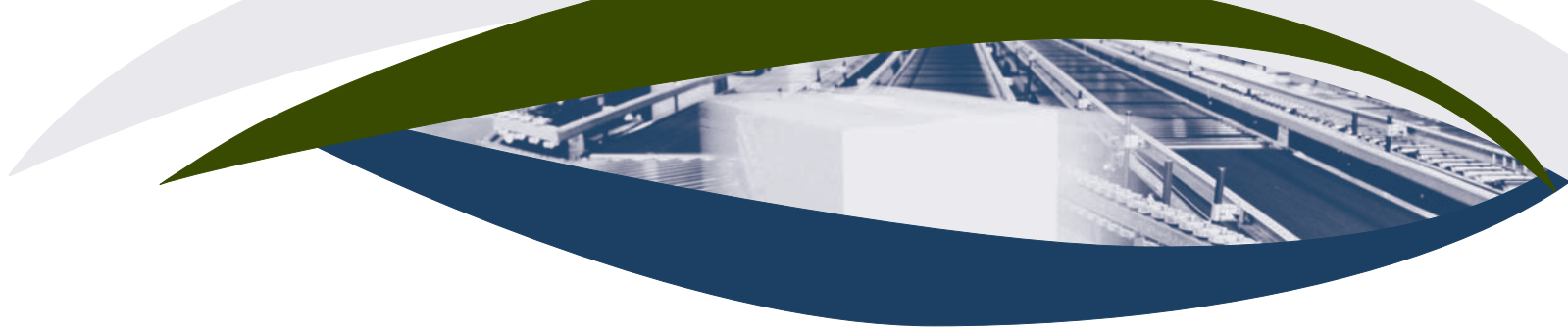
14. Which of the following is the MOST appropriate Level 2 process to put in the blank box shown below?



- (A) DR
- (B) D2
- (C) P4
- (D) S2

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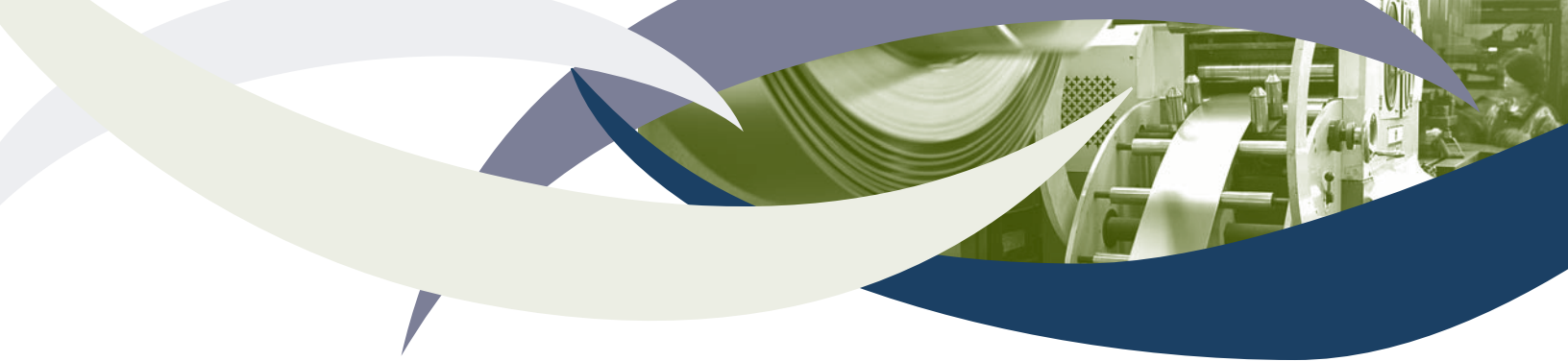


**Questions 15 and 16 refer to the following information.**

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 Payables Outstanding	42	45
Inventory Days of Supply	15	20
Cash to Cash Cycle Time	10	

15. What is this year's Cash to Cash Cycle Time?
- (A) 12 days
  - (B) 18 days
  - (C) 20 days
  - (D) 22 days
16. 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
17. During Supply-Chain Definition, you find that you have two supply-chains for the same material, but one is MTO in the southern part of the country, and the other is BTS in the northern part. They share the same logistics provider. You decide to
- (A) Group them together because they have a common product base.
  - (B) Keep them separate because even with the same logistics provider they supply different areas.
  - (C) Group them together because they have the same logistics provider in the same country
  - (D) Keep them separate because they are different supply-chain types
18. Which of the following would usually be considered the BEST source for gathering process information during interviews:
- (A) Process Performers
  - (B) The Internet
  - (C) Process Owners
  - (D) IT Department



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.	C	Best Practices	Definitions
5.	A	Metrics	Understanding Performance Attributes
6.	D	Techniques	Project Organization
7.	A	Techniques	Cause Effect Pareto
8.	A	Processes	Deliver
9.	A	Processes	Plan
10.	A	Key Concepts	Overall SCOR
11.	B	Techniques	RACI Analysis
12.	C	Processes	Return
13.	B	Best Practices	Applicability
14.	B	Techniques	Modeling
15.	A	Metrics	Calculations: Cash to Cash Cycle Time
16.	A	Metrics	Calculations: Return on Supply Chain Assets
17.	D	Techniques	Supply-Chain Definition
18.	A	Techniques	Modeling

Question	Reference
1.	SCOR 8.0 Reference, SCOR 8.0 Framework Class
2.	SCOR 8.0 Framework Class
3.	SCOR 8.0 Reference, SCOR 8.0 Framework Class
4.	SCOR 8.0 Framework Class
5.	SCOR 8.0 Reference, SCOR 8.0 Framework Class
6.	SCOR 8.0 Implementation Class
7.	SCOR 8.0 Implementation Class
8.	SCOR 8.0 Reference
9.	SCOR 8.0 Reference
10.	SCOR 8.0 Framework Class
11.	SCOR 8.0 Framework Class, SCOR 8.0 Implementation Class
12.	SCOR 8.0 Framework Class
13.	SCOR 8.0 Framework Class
14.	SCOR 8.0 Reference
15.	SCOR 8.0 Reference, SCOR 8.0 Framework Class
16.	SCOR 8.0 Implementation Class
17.	SCOR 8.0 Implementation Class
18.	SCOR 8.0 Implementation Class