



Introduction to Supply Chain Management

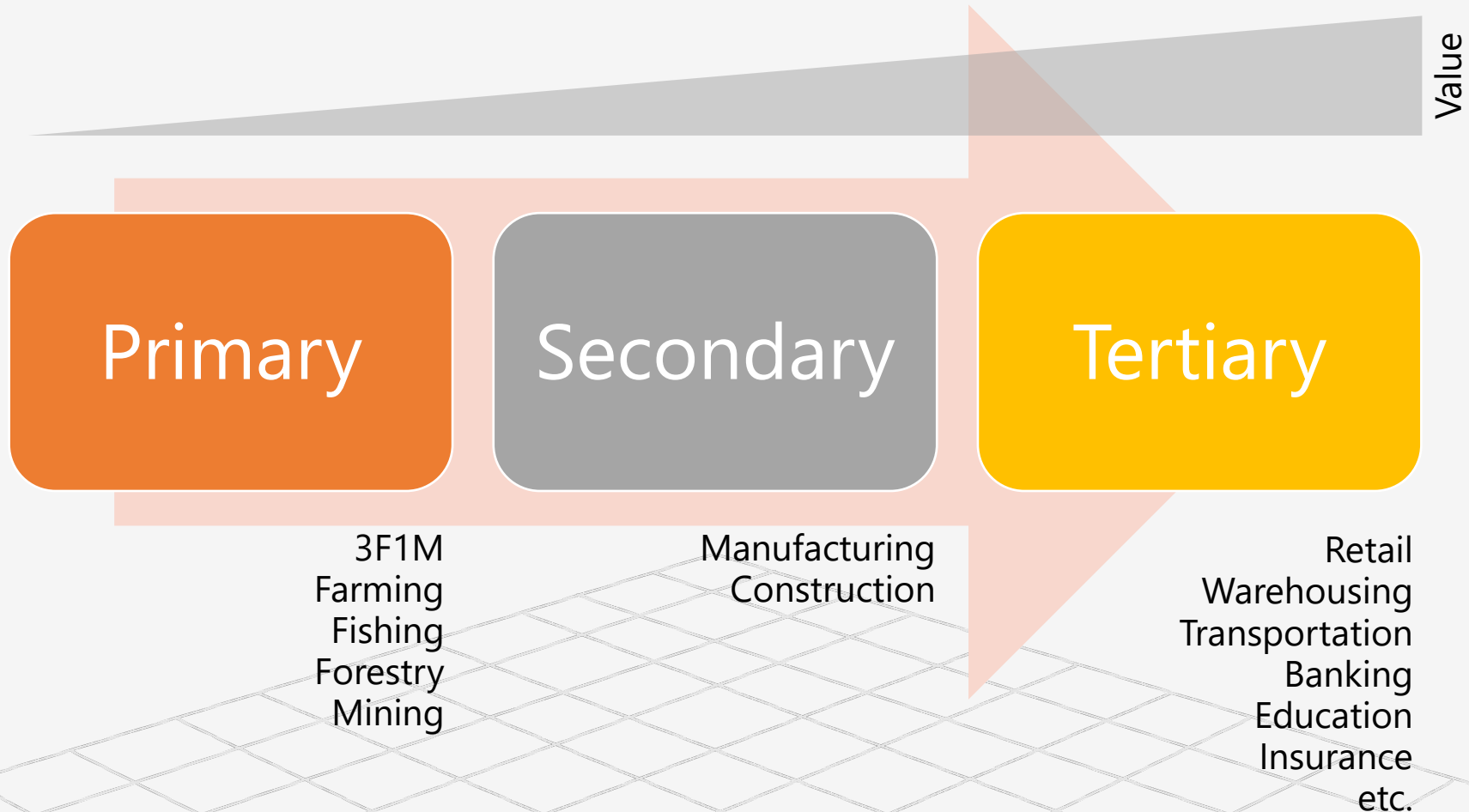
Certified Inventory Optimization Professional (CIOP)
Based on IMBoK v3.0 from Integrated Institute of
Supply Chain Management



Sectors of Economy



TOPIC-01



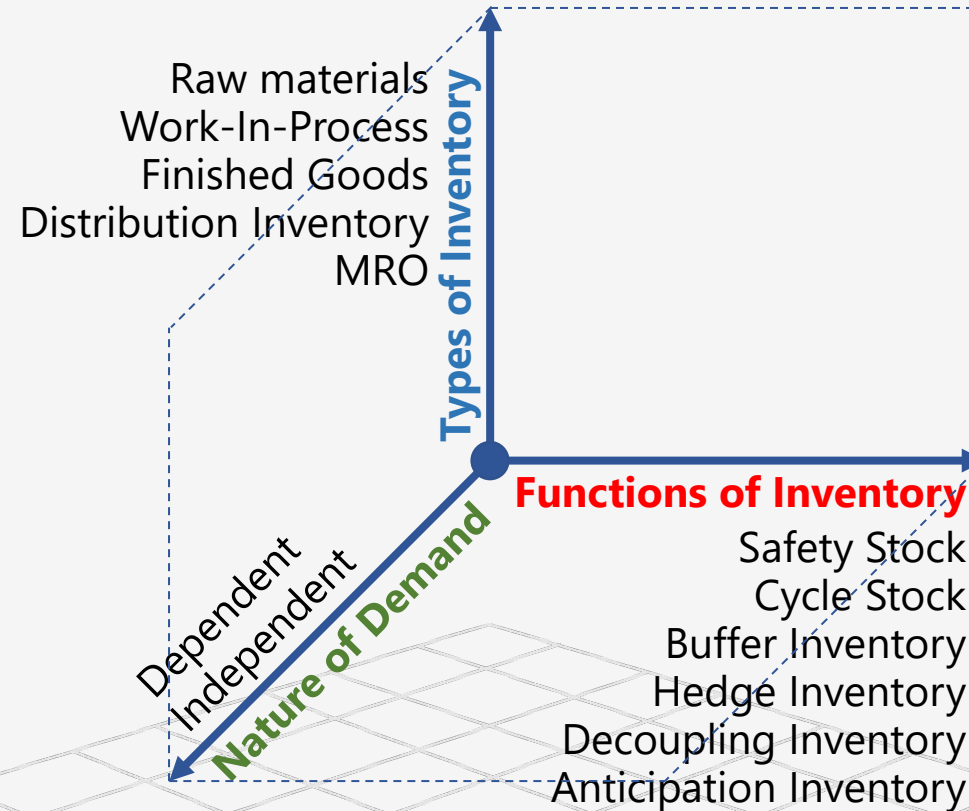


1. Define economy.
2. Name the sectors of an economy.
3. Describe Primary, Secondary and Tertiary sectors with examples.
4. How these sectors and supply chain are connected?
5. What is value and how value is added by these sectors?
6. All product supply chains originate from primary sector. Understand this assertion with a case study on cookies.
7. What is GDP and how it is measured?
8. GDP values and comparison of countries. Examples from developed, developing and underdeveloped economies.
9. Global GDP and World Bank data.
10. End-to-end supply chain flows through all the three sectors.

The Three Dimensions of Inventory



TOPIC-07



The Three Dimensions of Inventory



TOPIC-07 LEARNING OUTCOMES

1. Define inventory.
2. Name the types of inventory.
3. Name the functions of inventory.
4. Name the natures of demand.
5. Understand that all inventories exist in all the three dimensions. Discuss with an example.

Note: You will learn inventory in more detail under Module-02: All About Inventory.

The 20 Key Supply Chain Processes



TOPIC-09

Supply Chain Processes

Planning	Distributing
Sourcing	Returning
Negotiating	Bonding
Contracting	Securing
Purchasing	Analysing
Transporting	Measuring
Transforming	Improving
Replenishing	Disposing
Fulfilment	Compliance
Storing	Financing

Processes Analysis

What is a process?
Process overview
Process boundaries
Activities and Tasks associated with the process
SIPOC diagram
Values delivered by the process
Key parameters

The 20 Key Supply Chain Processes



TOPIC-09 LEARNING OUTCOMES

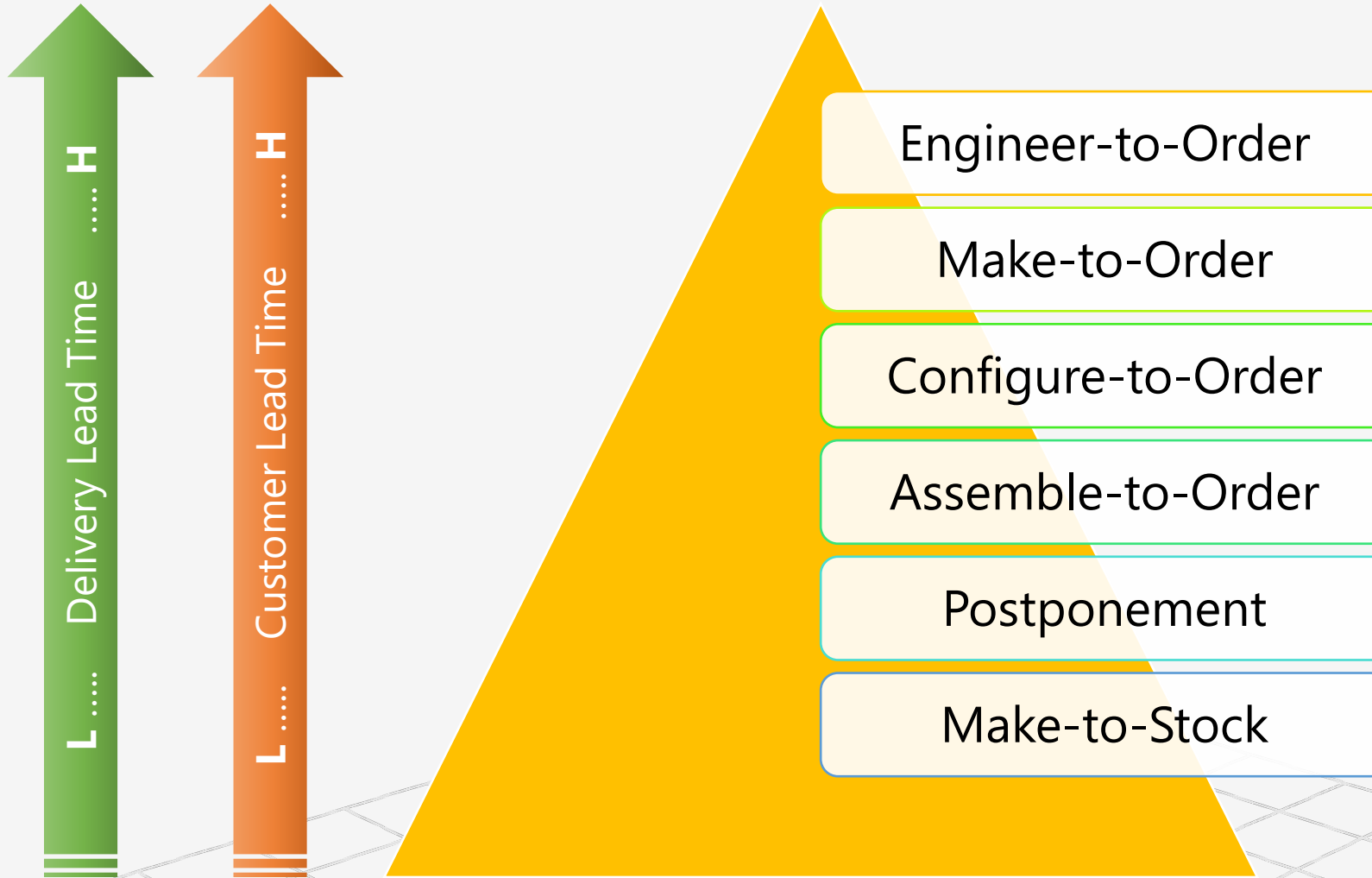
1. Define process.
2. Key benefits of process-centric approach.
3. Why understanding a process is important?
4. What is a process boundary?
5. Why a process should deliver value?
6. List the 20 key supply chain processes and describe them.
7. Explain the 20 processes for an automotive OEM.
8. Describe SIPOC diagram.

REFER CIOP-LO-NOTES [M01-09](#) IN LMAS FOR KEY POINTS

Manufacturing Strategy



TOPIC-13



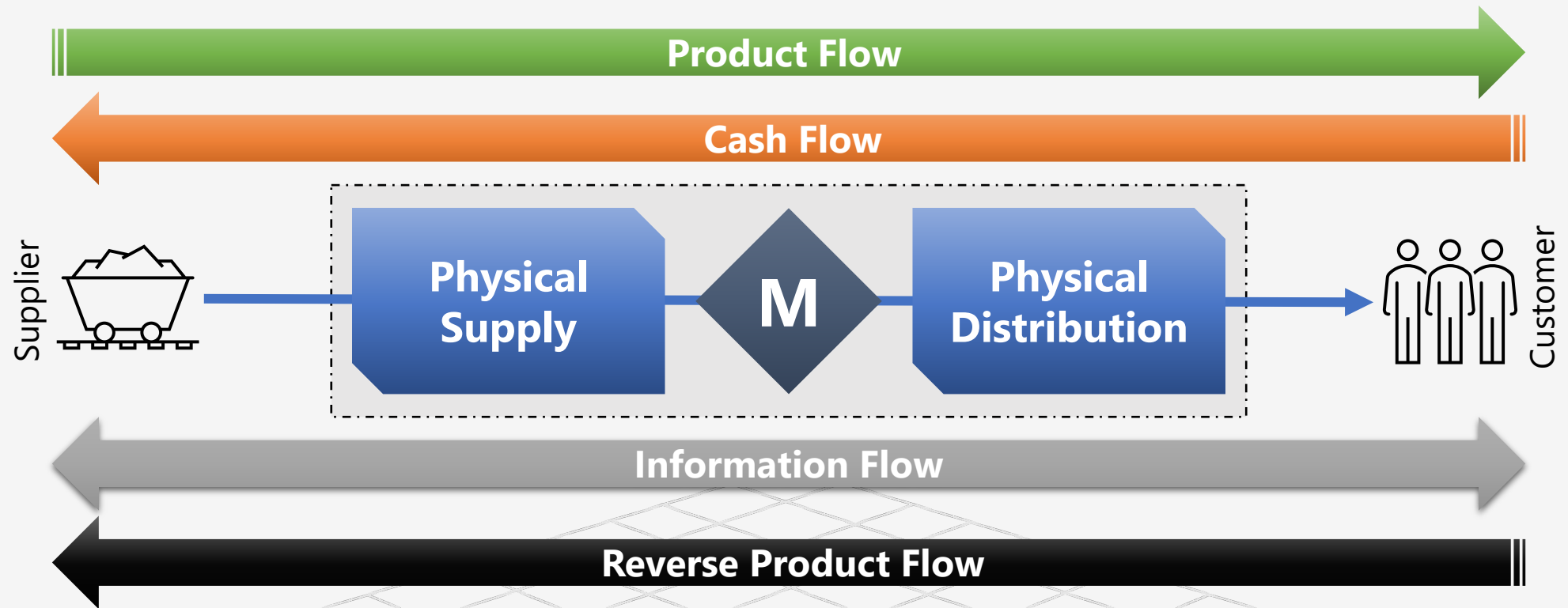


1. Define manufacturing strategy.
2. Explain manufacturing lead time and customer lead time.
3. Discuss each strategy with prominent examples.
4. Why low customer lead time strategies are costly within a given industry? Explain with a food products company.
5. How these manufacturing strategies impact what is being forecasted in an organisation? Give examples.

Three Entities and Four Flows



TOPIC-21



Three Entities and Four Flows



TOPIC-21 LEARNING OUTCOMES

1. Name the three entities in a basic model of supply chain.
2. Name the four flows.
3. Differentiate between a supplier and a vendor.
4. Differentiate between customers and consumers.
5. Explain the characteristics of product flow and give examples.
6. Explain the characteristics of cash flow and give examples.
7. Explain the characteristics of information flow and give examples.
8. Explain the characteristics of reverse product flow and give examples.
9. Why reverse product flow exists?
10. What is the impact of reverse product flow on the profitability of an organisation?
11. What are all the factors that forces a company to have the reverse product flow?
12. Why most of the companies have a separate supply chain for reverse product flow?
13. Give some examples where the forward and reverse product flows are served by the same supply chain.

REFER CIOP-LO-NOTES [M01-21](#) IN LMAS FOR KEY POINTS

Questions & Answers





Pages.Fhysics.net/CIOP

certifications@Fhysics.net

Phone : +91-900-304-9000