

## FBLA HS Introduction to Supply Chain Management

Knowledge Area A: Essential Supply Chain Management Concepts	MBA Research Performance Indicators	LAPs
<b>Objectives</b>		
1. Define supply chain management.	OP:303 Discuss the nature of supply chain management (SP)	LAP-OP-303 Top of the (Supply) Chain (Nature of Supply Chain Management)
2. Define the entire supply chain.	OP:443 Explain the concept of supply chain (CS)	LAP-OP-443 Deliver the Goods (Concept of Supply Chains)
3. Define logistics.	OP:189 Explain the nature of operations (CS)	LAP-OP-189 Smooth Operations (Nature of Operations)
4. Explain how logistics impacts supply chain management.	OP:303 Discuss the nature of supply chain management (SP)	LAP-OP-303 Top of the (Supply) Chain (Nature of Supply Chain Management)
5. Describe how E-commerce, logistics, import taxes, risk, tariffs, customs, and other legal aspects impact global trading.	OP:480 Discuss global supply chain issues (SP)	**Just for You! OP:480, Discuss global supply chain issues
6. Analyze the creation of new value in the supply chain for customers, society, and the environment.	OP:477 Explain the impact of supply chains on business performance (SP)	LAP-OP-477 Chain Reaction (Impact of Supply Chains on Business Performance)
7. Explain how supply chain management is practiced in a wide array of industries.	OP:303 Discuss the nature of supply chain management (SP)	LAP-OP-303 Top of the (Supply) Chain (Nature of Supply Chain Management)

\*\* = Available exclusively through the MBA Research Learning Center

8. Explain demand forecasting,	OP:313 Discuss the nature of capacity planning (SP) OP:314 Describe factors impacting demand (SP)	
9. Define logistics management.	OP:189 Explain the nature of operations (CS) OP:303 Discuss the nature of supply chain management (SP)	LAP-OP-189 Smooth Operations (Nature of Operations) LAP-OP-303 Top of the (Supply) Chain (Nature of Supply Chain Management)
10. Define physical and information flows.		
11. Define strategic orientation for saving money within an organization.		
12. Describe the global impact on supply chain management.	OP:480 Discuss global supply chain issues (SP)	**Just for You! OP:480, Discuss global supply chain issues
13. Explain the importance of understanding importing, exporting, trade agreements, and customs regulations for supply chain management.	OP:514 Explain the impact of import and export requirements on supply chain design (e.g., documentation requirements, handling requirements, trade policies, customs regulations) (SP)	
14. Explain the reasons for growth of supply chain management (information revolution, increased competition in globalized markets, relationship management)		
<b>Knowledge Area B: Supply Chain Topics</b>	<b>MBA Research Performance Indicators</b>	<b>LAPs</b>
<b>Objectives</b>		
1. Define analytics.	OP:327 Discuss the nature of business analysis (SP) NF:139 Explain the principles of data analysis	**Just for You! NF:139, Explain the principles of data analysis

\*\* = Available exclusively through the MBA Research Learning Center

2. Explain customer relationship management.	CR:016 Discuss the nature of customer relationship management (SP)	LAP-CR-016 Know When To Hold 'Em (Nature of Customer Relationship Management)
3. Describe the role of forecasting.	OP:313 Discuss the nature of capacity planning (SP)	
4. Explain the growth of global distribution.	OP:508 Describe trends in international distribution systems (SP)	
5. Explain supply chain management for healthcare industry.		
6. Explain the logistics of inventory management.	OP:413 Describe inventory control systems (CS)	
7. Define procurement.	OP:015 Explain the nature and scope of purchasing (CS)	LAP-OP-015 Buy Right (Purchasing)
8. Describe sales and operations planning.	OP:418 Plan inventory flow (turnover, lead time, peak seasons, delivery dates, etc.) (MN) SE:393 Prepare and implement sales plans (MN)	
9. Define supply market intelligence.		
10. Define sustainability for supply chain management.	OP:499 Evaluate risk factors and trends affecting supply chain systems (e.g., sustainability, geopolitical volatility, cyber security, artificial intelligence, automation) (SP)	**Just for You! OP:499, Evaluate risk factors and trends affecting supply systems LAP-OP-499
11. Explain the relationship between supply chain management and transportation planning.	OP:303 Discuss the nature of supply chain management (SP)	LAP-OP-303 Top of the (Supply) Chain (Nature of Supply Chain Management)
12. Describe careers associated with supply chain management	PD:189 Explain career opportunities in operations and supply chain management (SP)	

\*\* = Available exclusively through the MBA Research Learning Center

Knowledge Area C: Characteristics for Successful Supply Chain Managers	MBA Research Performance Indicators	LAPs
<b>Objectives</b>		
1. Describe leadership opportunities for supply chain management.	PD:189 Explain career opportunities in operations and supply chain management (SP)	
2. Describe effective communication skills for supply chain managers.	EI:007 Explain the nature of effective communications (PQ)	LAP-EI-140 More Than Just Talk (Effective Communication)
3. Explain responsibility ethic for supply chain management.	OP:677 Discuss ethical considerations in supply chain management (SP)	LAP-OP-677 The Supply Chain Standard (Ethics in Supply Chain Management)
4. Describe language skills possessed by successful chain managers.		
5. Explain the importance of flexible thinking in supply chain management.		
6. Understand freight terminology	OP:509 Describe the nature of channel intermediaries for foreign markets (e.g., customs brokers, shipping agents, freight forwarders) (SP)	
7. Explain the importance of people and problem-solving skills among successful supply chain managers.	PD:077 Demonstrate problem-solving skills (CS)	LAP-PD-077 No Problem (Demonstrating Problem-Solving Skills)
8. Explain the importance of technology skills among supply chain managers.	OP:478 Describe the impact of technology on supply chain management (SP)	**Just for You! OP:478, Describe the impact of technology on supply chain management
9. Explain the sense of urgency associated with supply chain management.		

\*\* = Available exclusively through the MBA Research Learning Center

10. Describe the importance of Excel knowledge for supply chain management.		
11. Describe the temperament required for successful supply chain management.		
<b>Knowledge Area D: Supply Chain Planning and Design</b>	<b>MBA Research Performance Indicators</b>	<b>LAPs</b>
<b>Objectives</b>		
1. Explain the relationship between purchasing and supply chain management	OP:486 Describe the relationship between procurement and operations management activities (e.g., strategic sourcing, supplier relationship management, supply chain management) (SP)	
2. Explain how a company will provide value to supply chain management		
3. Explain how suppliers, subcontractors, transportation providers, and product distribution is determined by a company	IM:380 Obtain and track information about domestic and foreign suppliers/manufacturers (SP) OP:511 Develop transportation plans (SP) OP:522 Explain the nature and scope of distribution (CS)	
5. Define supply chain integration	OP:479 Describe supply chain networks (SP)	**Just for You! OP:479, Describe supply chain networks
5. Describe management of supply and demand for supply chain management	OP:314 Describe factors impacting demand (SP)	
6. Describe the efficient facility network design for supply chain management		
7. Explain the importance of expense management for supply chain management		

\*\* = Available exclusively through the MBA Research Learning Center

Knowledge Area E: Supply Chain Process	MBA Research Performance Indicators	LAPs
<b>Objectives</b>		
1. Describe the role of manufacturing in a supply chain context		
2. Define inventory management’s important relationship with supply chain management	OP:304 Describe the relationship between supply chain management and operations management (SP)	
3. Explain transportation management in a supply chain	OP:506 Explain the scope of domestic and global transport systems (SP)	
4. Explain the role and cost of warehouses in supply chain management	OP:401 Explain the nature of warehousing (CS)	
5. Explain the process for product returns	OP:513 Describe the nature and scope of reverse logistics (SP)	LAP-OP-513 Many Happy Returns (Reverse Logistics)
6. Describe the importance of customer service in a supply chain	OP:477 Explain the impact of supply chains on business performance (SP)	LAP-OP-477 Chain Reaction (Impact of Supply Chains on Business Performance)
Knowledge Area F: Product Portfolio Management	MBA Research Performance Indicators	LAPs
<b>Objectives</b>		
1. Determine what products to sell	PM:128 Generate product ideas (SP) PM:129 Determine initial feasibility of product idea (MN) PM:204 Adjust idea to create functional product (MN)	
2. Explain how a company determines what products are used and sold by a business		
3. Define a product portfolio	OP:303 Discuss the nature of supply chain management (SP)	LAP-OP-303 Top of the (Supply) Chain (Nature of Supply Chain Management)

\*\* = Available exclusively through the MBA Research Learning Center

4. Explain the Pareto principle	OP:163 Identify quality-control measures (SP)	LAP-OP-163 Take Control (Quality-Control Measures)
5. Identify slow-moving products headed toward obsolescence	PM:024 Identify the impact of product life cycles on marketing decisions (SP)	LAP-PM-024 Get a Life (Cycle) (Product Life Cycles)
6. Explain the importance of minimizing inventory during all stages of supply chain management	OP:489 Describe strategies to minimize the cost of maintaining inventory (SP)	
<b>Knowledge Area I: Improving supply chain network performance</b>	<b>MBA Research Performance Indicators</b>	<b>LAPs</b>
<b>Objectives</b>		
1. Explain the importance of synchronizing material flow		
2. Define inventory maximization		
3. Define decoupling points for inventory maximization		
4. Explain how algorithms are used to maximize capital costs associated with supply chain management.		
5. Explain how proximity to the customer relates to supply chain efficiency		
6. Describe how product sourcing decisions are made	OP:486 Describe the relationship between procurement and operations management activities (e.g., strategic sourcing, supplier relationship management, supply chain management) (SP)	
7. Describe evaluation processes for supply chain management.	OP:498 Use supply chain performance measures to evaluate achievement of goals (e.g., perfect order fulfillment, inventory turnover, cash-to-cash conversion cycle, fill rate) (SP)	

\*\* = Available exclusively through the MBA Research Learning Center

8. Define how supply chain management meets consumer needs.		
9. Explain how market signal and consumer demand impact supply chain management	OP:314 Describe factors impacting demand (SP)	
10. Explain how to meet and improve customer needs for supply chain management	OP:477 Explain the impact of supply chains on business performance (SP)	LAP-OP-477 Chain Reaction (Impact of Supply Chains on Business Performance)
11. Describe how supply chain management meets and improves the logistic needs of different customer segments	OP:477 Explain the impact of supply chains on business performance (SP)	LAP-OP-477 Chain Reaction (Impact of Supply Chains on Business Performance)
<b>Knowledge Area J: Production Planning, Control</b>	<b>MBA Research Performance Indicators</b>	<b>LAPs</b>
<b>Objectives</b>		
1. Describe different types of supply chain management planning	OP:313 Discuss the nature of capacity planning (SP)	
2. Define Static vs. Dynamic Planning		
3. Explain how a master production schedule is determined	OP:255 Explain the factors impacting a master production schedule (MN)	
4. Define Bill of Material (BOM)		
5. Describe raw materials required for supply chain management	EC:003 Explain the concept of economic resources (CS) OP:336 Discuss types of inventory (CS)	LAP-EC-903 Be Resourceful (Economic Resources)
6. Describe work-in-process for supply chain management	OP:336 Discuss types of inventory (CS)	
7. Define finished goods and the goal to move those goods	OP:336 Discuss types of inventory (CS)	

\*\* = Available exclusively through the MBA Research Learning Center

Knowledge Area L: Supply Chain Coordination and Decision Making for the Flow of Products, Services, and Information	MBA Research Performance Indicators	LAPs
<b>Objectives</b>		
1. Explain the importance of cooperation and coordination in a supply chain	OP:305 Describe supply chain management strategies (SP)	**Just for You! OP:305, Describe supply chain management strategies
2. Describe the role of outsourcing in a supply chain	OP:479 Describe supply chain networks (SP)	**Just for You! OP:479, Describe supply chain networks
3. Describe measurement of supply chain performance	OP:498 Use supply chain performance measures to evaluate achievement of goals (e.g., perfect order fulfillment, inventory turnover, cash-to-cash conversion cycle, fill rate) (SP)	
5. Explain the role of the team in supply chain management	OP:479 Describe supply chain networks (SP)	**Just for You! OP:479, Describe supply chain networks
6. Describe the channels of distribution for supply chain management	OP:479 Describe supply chain networks (SP)	**Just for You! OP:479, Describe supply chain networks
Knowledge Area M: Supply Chain Management Contemporary Issues	MBA Research Performance Indicators	LAPs
<b>Objectives</b>		
1. Describe the impact of information technology in supply chain management	OP:478 Describe the impact of technology on supply chain management (SP)	**Just for You! OP:478, Describe the impact of technology on supply chain management

\*\* = Available exclusively through the MBA Research Learning Center

2. Explain how E-business has impacted supply chain management	OP:478 Describe the impact of technology on supply chain management (SP)	**Just for You! OP:478, Describe the impact of technology on supply chain management
3. Describe the financial flow in supply chain management		
4. Explain how e-commerce has impacted channels of distribution	OP:478 Describe the impact of technology on supply chain management (SP)	**Just for You! OP:478, Describe the impact of technology on supply chain management
5. Describe political and economic events that impact supply chain management	OP:499 Evaluate risk factors and trends affecting supply chain systems (e.g., sustainability, geopolitical volatility, cyber security, artificial intelligence, automation) (SP)	**Just for You! OP:499, Evaluate risk factors and trends affecting supply systems LAP-OP-499
6. Explain how competition impacts supply chain management decisions		
<b>Knowledge Area N: Channels of Distribution</b>	<b>MBA Research Performance Indicators</b>	<b>LAPs</b>
<b>Objectives</b>		
1. List the functions of distribution channels	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)
2. Explain time, place, and ownership utility	EC:004 Determine economic utilities created by business activities (CS)	LAP-EC-904 Use It (Economic Utility)
3. Explain the role of marketing channels for assembly, storage, sorting, and transportation of goods from manufacturers to customers	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)

\*\* = Available exclusively through the MBA Research Learning Center

4. Define facilitation in supply chain management	OP:303 Discuss the nature of supply chain management (SP)	LAP-OP-303 Top of the (Supply) Chain (Nature of Supply Chain Management)
5. Explain how channels of distribution provide pre-sale and post-purchase services like financing, maintenance, information dissemination, and channel coordination	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)
5. Explain how supply chain management creates efficiencies	OP:477 Explain the impact of supply chains on business performance (SP)	LAP-OP-477 Chain Reaction (Impact of Supply Chains on Business Performance)
6. Describe how supply chain of management involves sharing risks since most of the channels buy the products beforehand, they also share the risk with the manufacturers and do everything possible to sell it	OP:499 Evaluate risk factors and trends affecting supply chain systems (e.g., sustainability, geopolitical volatility, cyber security, artificial intelligence, automation) (SP)	**Just for You! OP:499, Evaluate risk factors and trends affecting supply systems LAP-OP-499
7. Define indirect channels of distribution	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)
8. Define the role of intermediaries in selling products	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)
9. Define one-level channel of distribution (manufacturer to retailer to customer)	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)
10. Define two-level channel (manufacturer to wholesaler to retailer to customer)	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)
11. Define three-level channel (manufacturer to agent to wholesaler to retailer to customer)	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)
12. Describe dual distribution (showroom and internet selling)	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)

\*\* = Available exclusively through the MBA Research Learning Center

14. Explain how services use intermediaries to reach the final customers	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)
15. Define the on-demand business model	EC:138 Describe types of business models (SP)	
16. Describe how market, product, competition, and company impact the choice of product distribution	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)
17. Explain how product characteristics (perishability, cost, technicality) impact supply chain management	CM:003 Explain the nature of channels of distribution (CS)	LAP-CM-003 Channel It (Channels of Distribution)

\*\* = Available exclusively through the MBA Research Learning Center