



**ELECTIVE 3 – SUPPLY CHAIN MANAGEMENT**

Midterm Examination  
October 16-18, 2024

Full Name: \_\_\_\_\_ Year/Section: \_\_\_\_\_ Score: \_\_\_\_\_

General Instructions:

- ✓ No Cheating!
- ✓ Wrong Spelling Wrong!
- ✓ Smart phones and smart watches must be turned off!

**TEST I: MULTIPLE CHOICE**

Instruction: Encircle the letter that corresponds to your best answer. (15pts.)

- The following are the Supply chain management (SCM) practices. EXCEPT?
  - System Engineering
  - Operation Management
  - Logistics
  - Financial Management
- It is the production of goods or products through the use of labor, machines, tools, and chemical or biological processing or formulation.
  - Warehousing
  - Manufacturing
  - Product Processing
  - Machinery
- It is a logistics platform that uses technology to help businesses plan, execute, and optimize the physical movement of goods, both incoming and outgoing, and making sure the shipment is compliant, proper documentation is available.
  - Transportation Management
  - Delivery Management
  - Service Transaction Management
  - Customer Service Management
- It is a systematic approach to sourcing, storing, and selling both raw materials and finished products.
  - Ordering Management
  - Sales Management
  - Channel Management
  - Inventory Management
- It is a term that refers to practices, strategies, and technologies that companies use to manage and analyze customer interactions and data throughout the customer lifecycle.
  - Customer Service Management
  - Customer Transaction Management
  - Customer Relation Management
  - Customers Payment Management
- It is a combined network of individuals, organizations, resources, activities, and technologies involved in the manufacture and sale of a product or service.
  - Supply Management
  - Supply
  - Supply Chain
  - Financial Management
- What skills and attributes will be the most important for supply chain young professionals to succeed moving forward?
  - Financial, Communication, Analytical Skills
  - Technical, Business, People Skills
  - Financial, Analytical, Technical Skills
  - Communication, Analytical, People Skills
- The following are the most commonly Key Performance Indicators (KPIs). EXCEPT?
  - Profit Margin
  - Product Rating
  - Customer Satisfaction
  - Revenue Growth
- Which of the following term that refers to practices, strategies, and technologies that companies use to manage and analyze data with the goal of improving business relationships assisting in customer retention, and driving sales growth?
  - Supplier Management
  - Financial Management
  - Customer Service Management
  - Customer Relationship Management
- The following are the Supply Chain Management Processes. EXCEPT?
  - Strategic Planning
  - Procurement
  - Demand Planning
  - Product Management

11. The supply chain manager coordinates the logistics of all aspects of the supply chain which comprise five parts. EXCEPT?
- a. Plan or strategy

b. Manufacturing

c. Delivery and Logistics

d. Financial Management
12. Which of the following type of information systems used in marketing and sales management department to keep check sales process, which start with a sale and finish with sending invoice to customers?
- a. Order Management

b. Sales Management

c. Payment Management

d. Inventory Management
13. The following are the component of the Cloud ERP Software. EXCEPT?
- a. Order Management

b. Supply Chain Management

c. Customer Relationship Management

d. Transportation Management
14. Which of the following business information system development processes where the system will be reviewed by both users and technical specialists to determine how well it has met its original objectives and to decide whether any revisions or modifications are in order?
- a. Conversion

b. System Testing

c. System Design and Development

d. Production and Maintenance
15. What are the two things to be considered when organizing and directing people to achieve a planned result in project management?
- a. Scope and Time

b. Quality and Integration

c. Cost and Risk

d. Budget and Schedule

TEST II: IDENTIFICATION

Instruction: Read the statement carefully and write your answer on the space provided. (10pts.)

No.	ANSWER	STATEMENT
16.		It is a software installed and managed by a company's IT staff or a managed service provider.
17.		It is the delivery of different services through the Internet.
18.		It is the act of recreating a core business process with the goal of improving product output, quality, or reducing costs.
19.		It is one of the Project Management Body of Knowledge where teams build detailed schedule of all project tasks.
20.		In project management, it is where the project team evaluate bids, write contracts, monitor performance.
21.		It is a design, planning, execution, control, and monitoring of activities to create net value, building a competitive infrastructure, leveraging worldwide logistics, synchronizing supply with demand and measuring performance globally.
22.		These are metrics used to periodically track and evaluate the performance of a business or organization toward the achievement of specific goals.
23.		It is the process that ensures maximum value is received for the money that an organization pays to its suppliers.
24.		It is a process that involves every aspect of business operation, including logistics, purchasing and information technology.
25.		The one who tries to minimize shortages and keep costs as low as possible.

TEST III: TRUE OR FALSE

Instruction: Determine if each statement below is true or false. Write T whether the statement is true or F if it is false. (10pts.)

No.	T/F	STATEMENT
26.		Customer relationship management (SCM) focuses on market analysis, sell process, order management, call/service center management.
27.		ERP systems pull together all of the classic business functions such as accounting, finance, sales, and operations into a single, tightly integrated package that uses a common database.



28.	As far as business information systems is concerned the IS analyst must understand the problems of the firm and must know how to recommend solutions.
29.	Business processes can be supported by manual as well as automated activities, and by paper-based as well as digital information.
30.	Setting and respecting boundaries will be a key success factor for your project.
31.	The aim of supply chain management is to improve trust and collaboration among supply chain companions.
32.	An effective supply chain management processes minimizes cost, waste of resources and time in the production cycle of a company.
33.	A well-managed supply chain can significantly reduce a company’s operating expenses, therefore driving up profits.
34.	Supply chain management builds the partnerships that can support future growth.
35.	<i>Supply chain management lowers the cost of doing business.</i>

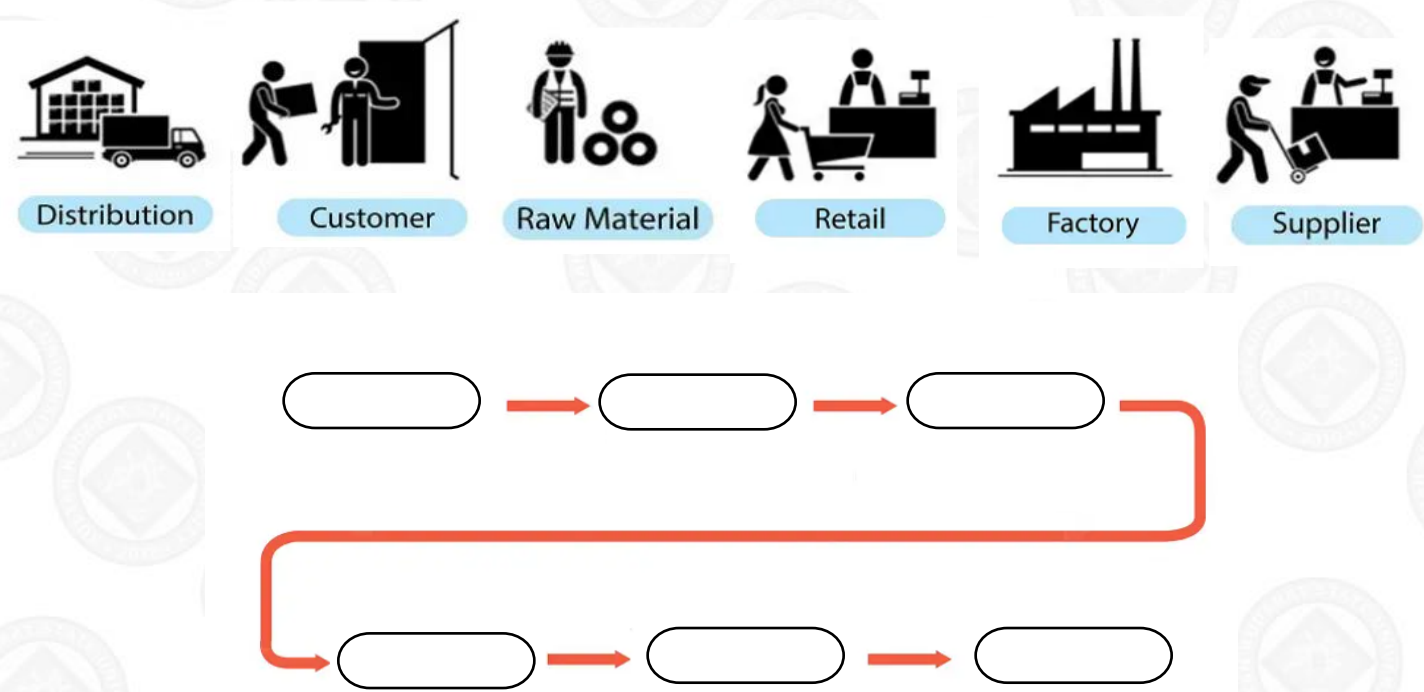
TEST IV: SYNTHESIS

Direction: Discuss briefly and write your answers legibly. Elaborate your answer by citing concrete examples.

- 36. What is the benefit of supply chain management in the business.
- 37. Why do we need to understand the business processes?
- 38. Explain what is the use of Key Performance Indicators in Supply Chain Management?
- 39. Contrast On-Premises ERP and Cloud ERP.

TEST V: ANALYSIS

40. Instructions:
- a. Read and examine the figure below that illustrates a basic supply chain.
  - b. Arrange the key stages of a basic supply chain in the correct order, arrows show the flow from one stage to the next.
  - c. Explain how each stage depends on the previous one in the supply chain.



Prepared by:

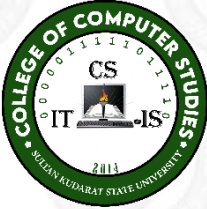
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Course Number/Description: ELECTIVE 3 – Supply Chain Management

Term: Midterm

Semester: 1<sup>st</sup> Semester | A.Y. 2024 – 2025

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Date Submitted: October 14, 2024

TABLE OF SPECIFICATIONS

Topics/Content/Chapters	Knowledge	Comprehension	Application	Analysis	Synthesis	Evaluation	No. of Item	Score
<i>Introduction to Supply Chain Management</i>	9(1,2,3,4,5 11,12,13,14)	3(26,27,28)			36		13	17
<i>Technologies and Information Systems in Supply Chain Management</i>	9(6,7,8,9,10,15 16,17,18)	3(29,30,31)			37 38		14	22
<i>Design and Build Supply Chain Management System</i>	7(19, 20,21 22,23,24,25)	2(32,33)			39		10	14
<i>SCM Documentation, Development and Technical Requirements Specifications</i>		2(34,35)		40			3	22
Total No. of Items	25	10		1	4		40	
Total Score	25	10		20	20			75

Summary:

	No. of Points
Test I:	15
Test II:	10
Test III:	10
Test IV:	20
Test V:	20
Total Score	75

Checked by: \_\_\_\_\_

Date: \_\_\_\_\_