

Supply Chain Management



FBLA High School Competitive Events Guidelines

2022–2023

Objective Test Events

Overview

These events consist of a 60-minute test administered during the National Leadership Conference (NLC).

ELIGIBILITY

Each state may submit four entries. Competitors must have paid FBLA national and state dues by 11:59 p.m. Eastern Time on March 1 of the current school year. These events are for individual competitors only.

NLC Registration

Participants must be registered for the NLC and pay the national conference registration fee to participate in competitive events.

Accounting I
Accounting II
Advertising
Agribusiness
Business Calculations
Business Communication
Business Law
Computer Problem Solving
Cyber Security
Economics
Health Care Administration
Human Resource Management
Insurance & Risk Management
Introduction to Business Communication
Introduction to Business Concepts
Introduction to Business Procedures
Introduction to FBLA
Introduction to Financial Math
Introduction to Information Technology
Introduction to Marketing Concepts – **NEW**
Introduction to Parliamentary Procedure
Journalism
Networking Infrastructures
Organizational Leadership
Personal Finance
Political Science
Securities & Investments
Supply Chain Management
UX Design

Supply Chain Management

Objective Test Competencies

- Channels of distribution
- Essential supply chain management concepts
- Supply chain topics
- Characteristics for successful supply chain managers
- Improving supply chain network performance
- Production planning, control
- Supply chain planning and design
- Supply chain process
- Product portfolio management
- Coordination and decision making for the flow of products, services, and information
- Supply chain management contemporary issues

Objective Test Guidelines

- No materials may be brought to the testing site.
- No calculators may be brought into the testing site; calculators will be provided.
- Electronic devices must be turned off and out of sight.
- Bring a writing instrument.

SUPPLY CHAIN MANAGEMENT STUDY GUIDE

Competency A: Essential Supply Chain Management Concepts	% of Questions
Task / Skill	10
1. Define supply chain management.	
2. Define the entire supply chain.	
3. Define logistics.	
4. Explain how logistics impacts supply chain management.	
5. Describe how E-commerce, logistics, import taxes, risk, tariffs, customs, and other legal aspects impact global trading.	
6. Analyze the creation of new value in the supply chain for customers, society, and the environment.	
7. Explain how supply chain management is practiced in a wide array of industries.	
8. Explain demand forecasting,	
9. Define logistics 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.	
13. Explain the importance of understanding importing, exporting, trade agreements, and customs regulations for supply chain management.	
14. Explain the reasons for growth of supply chain management (information revolution, increased competition in globalized markets, relationship management)	
Competency B: Supply Chain Topics	% of Questions
Task / Skill	10
1. Define analytics.	
2. Explain customer relationship management.	
3. Describe the role of forecasting.	
4. Explain the growth of global distribution.	
5. Explain supply chain management for healthcare industry.	
6. Explain the logistics of inventory management.	
7. Define procurement.	
8. Describe sales and operations planning.	
9. Define supply market intelligence.	
10. Define sustainability for supply chain management.	
11. Explain the relationship between supply chain management and transportation planning.	
12. Describe careers associated with supply chain management	
Competency C: Characteristics for Successful Supply Chain Managers	% of Questions
Task / Skill	10
5. Describe leadership opportunities for supply chain management.	
7. Describe effective communication skills for supply chain managers.	
8. Explain responsibility ethic for supply chain management.	

SUPPLY CHAIN MANAGEMENT STUDY GUIDE

9. Describe language skills possessed by successful chain managers.	
10. Explain the importance of flexible thinking in supply chain management.	
13. Understand freight terminology	
14. Explain the importance of people and problem-solving skills among successful supply chain managers.	
15. Explain the importance of technology skills among supply chain managers.	
16. Explain the sense of urgency associated with supply chain management.	
17. Describe the importance of Excel knowledge for supply chain management.	
18. Describe the temperament required for successful supply chain management.	
Competency D: Supply Chain Planning and Design	% of Questions
Task/Skill	8
1. Explain the relationship between purchasing and supply chain management	
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	
5. Define supply chain integration	
5. Describe management of supply and demand for supply chain management	
6. Describe the efficient facility network design for supply chain management	
7. Explain the importance of expense management for supply chain management	
Competency E: Supply Chain Process	% of Questions
Task/Skill	8
1. Describe the role of manufacturing in a supply chain context	
2. Define inventory management's important relationship with supply chain management	
3. Explain transportation management in a supply chain	
4. Explain the role and cost of warehouses in supply chain management	
5. Explain the process for product returns	
6. Describe the importance of customer service in a supply chain	
Competency F: Product Portfolio Management	% of Questions
Task/Skill	6
1. Determine what products to sell	
2. Explain how a company determines what products are used and sold by a business	
3. Define a product portfolio	
4. Explain the Pareto principle	
5. Identify slow-moving products headed toward obsolescence	
6. Explain the importance of minimizing inventory during all stages of supply chain management	
Competency I: Improving supply chain network performance.	% of Questions
Task / Skill	10

SUPPLY CHAIN MANAGEMENT STUDY GUIDE

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	
7. Describe evaluation processes for supply chain management.	
8. Define how supply chain management meets consumer needs.	
9. Explain how market signal and consumer demand impact supply chain management	
10. Explain how to meet and improve customer needs for supply chain management	
11. Describe how supply chain management meets and improves the logistic needs of different customer segments	
Competency J: Production Planning , Control	% of Questions
Task / Skill	10
1. Describe different types of supply chain management planning	
2. Define Static vs. Dynamic Planning	
3. Explain how a master production schedule is determined	
4. Define Bill of Material (BOM)	
5. Describe raw materials required for supply chain management	
6. Describe work-in-process for supply chain management	
7. Define finished goods and the goal to move those goods	
Competency L: Supply Chain Coordination and Decision Making for the Flow of Products, Services, and Information	% of Questions
Task / Skill	6
1. Explain the importance of cooperation and coordination in a supply chain	
2. Describe the role of outsourcing in a supply chain	
3. Describe measurement of supply chain performance	
5. Explain the role of the team in supply chain management	
6. Describe the channels of distribution for supply chain management	
Competency M: Supply Chain Management Contemporary Issues	% of Questions
Task / Skill	6
1. Describe the impact of information technology in supply chain management	
2. Explain how E-business has impacted supply chain management	
3. Describe the financial flow in supply chain management	
4. Explain how e-commerce has impacted channels of distribution	
5. Describe political and economic events that impact supply chain management	
6. Explain how competition impact supply chain management decisions	
Competency N: Channels of Distribution	% of Questions
Task / Skill	16

SUPPLY CHAIN MANAGEMENT STUDY GUIDE

1. List the functions of distribution channels	
2. Explain time, place, and ownership utility	
3. Explain the role of marketing channels for assembly, storage, sorting, and transportation of goods from manufacturers to customers	
4. Define facilitation in supply chain management	
5. Explain how channels of distribution provide pre-sale and post-purchase services like financing, maintenance, information dissemination, and channel coordination	
5. Explain how supply chain management creates efficiencies	
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	
7. Define indirect channels of distribution	
8. Define the role of intermediaries in selling products	
9. Define one-level channel of distribution (manufacturer to retailer to customer)	
10. Define two-level channel (manufacturer to wholesaler to retailer to customer)	
11. Define three-level channel (manufacturer to agent to wholesaler to retailer to customer)	
12. Describe dual distribution (showroom and internet selling)	
14. Explain how services use intermediaries to reach the final customers	
15. Define the on-demand business model	
16. Describe how market, product, competition, and company impact the choice of product distribution	
17. Explain how product characteristics (perishability, cost, technicality) impact supply chain management	

SUPPLY CHAIN MANAGEMENT

Supply Chain Management Bibliography

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Personal Interview with Brian Welch, O'Reilly Auto Parts, Director of Inbound Logistics, Springfield, Missouri (July 23, 2020).

SUPPLY CHAIN MANAGEMENT SAMPLE QUESTIONS

- 1) Supply chain management does **not** involve _____.
 - A) finished goods
 - B) storage of raw materials
 - C) human resources required training and development
 - D) work-in-process inventory

- 2) The practice of coordinating the various activities necessary to produce and deliver goods and services to a business's customers is called _____.
 - A) production management
 - B) inventory control
 - C) supply chain management
 - D) product availability

- 3) Big data and _____ are transforming supply chain management.
 - A) synergy
 - B) dynamics
 - C) leadership
 - D) analytics

- 4) Supply chain managers lead _____. They are leaders for the team and others outside the team.
 - A) beyond the boundaries
 - B) externally outside the company
 - C) within the boundaries
 - D) internally within the company

- 5) Using the right information at the right time when shipping goods is called _____.
 - A) supply market intelligence
 - B) cyber intelligence
 - C) nuclear intelligence
 - D) specialization

- 6) The production of products for use or sale, using labor and machines, tools, and chemical or biological processing or formulation makes _____ a secondary industry.
- A) selling
 - B) staging
 - C) marketing
 - D) manufacturing
- 7) The most expensive form of transportation is _____.
- A) truck
 - B) train
 - C) boat
 - D) airplane
- 8) _____ are products that are purchased in their raw state for the purpose of processing them into consumer or business products.
- A) Finished goods
 - B) Wholesale goods
 - C) Consumer goods
 - D) Raw materials
- 9) Cause to occur or operate at the same time or rate is called _____.
- A) maximizing
 - B) diversification
 - C) synergy
 - D) synchronizing
- 10) All of the following are types of strategic planning **except** _____.
- A) increase revenue by 10%
 - B) how many distribution facilities are needed and where
 - C) policies to reduce inventory
 - D) mergers and acquisitions to expand market share

- 11) Supply chain function is based on three fundamental pillars. Which of the following is **not** one of the pillars?
- A) supplier selection
 - B) metrics and feedback
 - C) coordination
 - D) security
- 12) Technology has led to _____ for supply chain management.
- A) greater efficiency and transparency
 - B) less transparency and efficiency
 - C) diminished communication and community
 - D) less focus on individual employees
- 13) E-commerce eliminates _____.
- A) comparison of prices
 - B) choices
 - C) customer service
 - D) travel time and cost
- 14) Channels responsible for assembly, storage, sorting, and transportation of goods from manufacturers to customers represents _____.
- A) logistics and physical distribution
 - B) sharing risks
 - C) transactional functions
 - D) facilitation
- 15) Which of the following is **false** regarding indirect distribution?
- A) frees the manufacturer from any start-up costs
 - B) adds layers of cost
 - C) adds layers of vendors and bureaucracy
 - D) decreases cost to the manufacturer

- 1) C
- 2) C
- 3) D
- 4) A
- 5) A
- 6) D
- 7) D
- 8) D
- 9) D
- 10) C
- 11) D
- 12) A
- 13) D
- 14) A
- 15) D

General Competitive Events Guidelines

The general event guidelines below are applicable to all FBLA High School national competitive events. Please review and follow these guidelines when competing at the national level. When competing at the state level, check the state guidelines since they may differ.

All members and advisers are responsible for reading and following competitive event guidelines.

Eligibility

- **Dues:** Competitors must have paid FBLA national and state dues by 11:59 p.m. Eastern Time on March 1 of the current school year.
- **NLC Registration:** Participants must be registered for the NLC and pay the national conference registration fee in order to participate in competitive events.
- **Deadlines:** The state chair, or designee, must register each state competitor on the official online entry forms by 11:59 p.m. Eastern Time on the second Tuesday in May.
- Each state may submit four entries in all events.
- Each competitor can only compete in one individual/team event and one chapter event.
- Each competitor must compete in all parts of an event for award eligibility.
- A team shall consist of two or three members. The exception is Parliamentary Procedure, which must be a team of four or five members.
- All members of a team must consist of individuals from the same chapter.
- If competitors are late for a competitive event, there are no guarantees they will get to compete. Competitive event schedules cannot be changed. **PLEASE NOTE** that competitive events start in the morning before the opening session of NLC.
- Competitors may be disqualified if they violate competitive event guidelines.
- Picture identification (drivers' license, passport, state-issued identification, or school-issued identification) is required when checking in for competitive events.

General Competitive Events Guidelines

Repeat Competitors

- **Members** may compete in an event at NLC more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. This eliminates the exceptions for team events that were previously in place, as this change will now affect all events.
- **Modified Events:** A competitor may compete in the same event when the event is modified, regardless of placement at a National Leadership Conference. Note, if the only modification is a name change, competitors may not compete in the renamed event if they have previously placed in the top ten at the National Leadership Conference.
- **Chapter Events:** Competitors may compete in a chapter event as many times as they wish, regardless of placement at a previous National Leadership Conference (American Enterprise Project, Community Service Project, Local Chapter Annual Business Report, and Partnership with Business Project).
- **Pilot Event:** Competition in a pilot event does not disqualify a competitor from competing in the same event if it becomes an official competitive event. The participant may compete in another event as well as a pilot event.

Breaking Ties

- **Objective Tests:** Ties are broken by comparing the correct number of answers to the last 10 questions on the exam. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher. If this does not break the tie, answers to the last 20 questions will be reviewed to determine the winner.
- **Objective and Production Tests:** The production test scores will be used to break a tie.
- **Objective Tests and Performances:** The objective test score will be used to break a tie based on the tie-breaking criteria of objective tests.
- **Reports/Projects and Performances:** The report/project scores will be used to break a tie.
- **Performances:** Judges must break ties and all judges' decisions are final.

General Competitive Events Guidelines

National Deadlines

- State chair/adviser must register all competitors for NLC competitive events online by 11:59 p.m. Eastern Time on the second Tuesday in May.
- All prejudged components (reports and projects) must be submitted by 11:59 p.m. Eastern Time on the second Tuesday in May.
- All prejudged projects and reports must be submitted electronically.
- All production tests must be submitted by 11:59 p.m. Eastern Time on the third Tuesday in May.
- All production tests must be uploaded online on the required platform.
- State chair/adviser may make name changes only (no additional entries) by 11:59 p.m. Eastern Time on the first Tuesday in June. Competitor drops are the only changes allowed after this date and onsite.

National Awards

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 10.

Americans With Disabilities Act (ADA)

- FBLA-PBL meets the criteria specified in the Americans with Disabilities Act for all participants who [submit an accommodation form](#).
- The form must be submitted by 11:59 p.m. Eastern Time on the second Tuesday in May.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event. Participants in the performance events should be aware the national association reserves the right to record any performance for use in study or training materials.