

Exam 1 Study Guide – OPM 311 – Sept 2022

- Careers in OSCM (Operations and Supply Chain Management)—don't memorize them all, just have a good feel for what is in that space. Understand what some of the main ones are. It usually includes jobs in Quality, Process or Manufacturing Engineering, Purchasing, Materials and Inventory Planning, Scheduling, Production Management, Logistics, Warehousing, etc.)
 - Production manager, purchasing manager, traffic/distribution manager, quality manager, industrial engineer, manufacturing engineer, warehouse manager
- Know that (APICS) ASCM is the premier professional association in the Operations and Supply Chain Management space and that there is a chapter on campus.
 - ASCM is the parent organization over APICS. APICS was the brand name first and has a strong brand value in the marketplace offering training materials and certifications for professionals.
- Two main sides to business
 - 1) Demand (Sales and Marketing) responsible for forecasts, affecting customer behaviors, getting orders for products or services and understanding markets
 - 2) Fulfillment (Operations and Supply Chain Management) responsible for making and delivering products and services.
 - Accounting is the function that coaches and "keeps score" for the business through profit and cost analysis.
- Know what the **two most important metrics** for operational performance are: 1) Customer Service and 2) Cost.
 - Quality is a prerequisite to both of those metrics being successful. Profit is not generally a good Operational Performance metric. Profit is simply the difference between price and cost.
- The **transformation process** within the supply chain **creates wealth**. This includes conversion of raw materials into saleable products and services.
- Know that there are three elements that transfer between members of a supply chain:
 - 1) Inventory(materials), 2) Information and data, and 3) cash.
- Know the difference between the references of "upstream" (toward suppliers) versus "downstream" (toward customers) in supply chain management.
 - Product, Monetary, Information flow both upstream and downstream
- Reverse logistics concept – material moving in the opposite direction than "normal" such as returns, warranty, core returns for remanufacturing, etc.
- Know the ERP is process design as well as process integration to manage all of the resources of an organization even though the business planning software tool is sometimes referred to as ERP. ERP is not just software! It is a software system and a set of processes.

Ch.2

- Understand Industry 4.0-5.0 and what it means

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Table of Contents Opm Test Study Guide

1. Understanding the eBook Opm Test Study Guide
 - The Rise of Digital Reading Opm Test Study Guide
 - Advantages of eBooks Over Traditional Books
2. Identifying Opm Test Study Guide
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Opm Test Study Guide
 - User-Friendly Interface
4. Exploring eBook Recommendations from Opm Test Study Guide
 - Personalized Recommendations
 - Opm Test Study Guide User Reviews and Ratings
 - Opm Test Study Guide and Bestseller Lists
5. Accessing Opm Test Study Guide Free and Paid eBooks
 - Opm Test Study Guide Public Domain eBooks
 - Opm Test Study Guide eBook Subscription Services
 - Opm Test Study Guide Budget-Friendly Options
6. Navigating Opm Test Study Guide eBook Formats

- ePub, PDF, MOBI, and More
- Opm Test Study Guide Compatibility with Devices
- Opm Test Study Guide Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Opm Test Study Guide
 - Highlighting and Note-Taking Opm Test Study Guide
 - Interactive Elements Opm Test Study Guide
- 8. Staying Engaged with Opm Test Study Guide
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Opm Test Study Guide
- 9. Balancing eBooks and Physical Books Opm Test Study Guide
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Opm Test Study Guide
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Opm Test Study Guide
 - Setting Reading Goals Opm Test Study Guide
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Opm Test Study Guide
 - Fact-Checking eBook Content of Opm Test Study Guide
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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