

Supply Chain Practitioner (Fast Moving Consumer Goods) - EPA Mock Knowledge Test Mark Scheme (M-EPA-SCP3002)

Answers for the multiple-choice questions (Q1-Q30) on the Supply Chain Practitioner (Fast Moving Consumer Goods) mock knowledge test (M-EPA-SCP3002) are:

Question	Correct answer
1	D
2	D
3	A
4	A
5	C
6	C
7	B
8	A
9	B
10	B
11	B
12	C
13	C
14	B
15	C

Question	Correct answer
16	C
17	B
18	D
19	D
20	A
21	B
22	C
23	A
24	C
25	A
26	B
27	D
28	D
29	D
30	C

Exemplar answers for the short answer questions (Q31-Q36) on the Supply Chain Practitioner (Fast Moving Consumer Goods) mock knowledge test (M-EPA-SCP3002) are below. These show the level of depth and breadth required to answer each of the questions to gain full marks in the mock test. As a rule, learners should provide one key point for each mark required within the question.

As a rule, learners should provide **one key point for each mark required** within the question. Learners would be expected to answer in sentences rather than just bullet points. Other correct answers should also be credited.

- 31)** Outline **2 advantages** and **2 disadvantages** of a **short lead time**. Include **1 example** to support your answer.

(5 marks)

1 mark for an outline of each advantage, up to 2 marks. For example:

- reduced carrying times
- streamlined operations
- improved productivity
- customers receive their orders quickly
- increased customer satisfaction
- improved customer buying experience

1 mark for an outline of each disadvantage, up to 2 marks. For example:

- a greater margin for missed deliveries
- increased chance of short-life products spoiling
- increased financial costs if deliveries are more frequent
- increased costs if logistics are spread over a larger area

1 mark for any example to support an advantage or disadvantage.

Marks can be awarded for other valid examples

- 32) Identify **3 ways** in which a product can be merchandised and describe **2 ways** in which this can impact supply chain decisions.

(5 marks)

1 mark for each way in which a product can be merchandised, up to 3 marks and 1 mark for each description of how this can impact supply chain decisions, up to 2 marks. For example:

- if additional merchandising space or a VDU is being given to a product (merchandised), the consumer will require a larger volume for the period of the promotion (impact)
- if a product is being more prominently merchandised (merchandised) more frequent deliveries might be required or a larger volume for replenishment (impact)
- if a new competing product is being launched to market or given merchandising space (merchandised), less of the original product might be required (impact)

Marks can be awarded for other valid examples

- 33) Briefly describe **2 recommendations** you might make to **internal stakeholders**, and **2 recommendations** you might make to **external stakeholders** based on data analysis. Include **1 example** from your own sector to support your answer.

(5 marks)

1 mark for a description of each recommendation made to internal customers, up to 2 marks.

For example:

- customer service improvements/satisfaction/dissatisfaction
- too low or too high stock levels, stock wastage such as slow or dead stock
- poor service from suppliers requires improvement
- unfulfilled service level agreements need changing

1 mark for a description of each recommendation made to external customers, up to 2 marks.

For example:

- a requirement for more or less product and bringing new products to market
- potential delays resulting in changes to lead times
- suggesting alternative products due to shortages - based on quality or value

1 mark for any example to support the answer.

Marks can be awarded for other valid examples

- 34) Outline **5 methods** that can be used to synchronise supply chain planning across an organisation. (5 marks)

1 mark for an outline of each method, up to 5 marks. For example:

- use software which can synchronise supply chain planning in line with financial and operational plans
- by being agile and aligned - the organisation will be able to respond to changing environments
- apply systems that can make short and long-term forecasts
- set inventory targets to maximise profits
- collaborate across all departments
- review plans based on demand and review production capacity

Marks can be awarded for other valid examples

- 35) Briefly describe **5 principles** of buying. (5 marks)

1 mark for a description of each principle of buying, up to 5 marks. For example:

- selling the **right quality** product for customers and the business
- ensuring forecasts are accurate and, therefore, the **right quantity** of products is held
- making sure it is the **right time** for the business to procure the product
- checking the **right product has been sourced** by reviewing their methods, and if their approach is ethical, such as promoting animal welfare, fair wages for workers and protecting the environment
- enabling the organisation to get the **right price** for their products and providing the best value
- supporting the organisation to procure products from the **right place**, taking into consideration things like, local suppliers, producers and manufacturers and reducing transport costs

Marks can be awarded for other valid examples

36) Outline 5 methods to improve order fulfilment.

(5 marks)

1 mark for an outline of each way, up to 5 marks. For example:

- improve manual or automated systems ensuring accuracy
- fair pricing
- increase timeliness through smooth customer relations and keeping communications open
- make finding inventory simple for warehouse operatives
- optimisation of warehouse layout
- set realistic KPIs

Marks can be awarded for other valid examples