**MBA Comprehensive Exam Questions for SCM 6070**

**1. A) Name three decision phases in a supply chain. B) Explain each phase in terms of the time horizon, the impact of the decision on the supply chain, and the considerations when making a decision in each phase. C) Now, consider an e-commerce company like Wayfair. Explain at least two decisions that have been made in each of the three phases of the Wayfair supply chain.**

**2. To achieve the strategic fit, a company must understand both the needs of the target customers and the capabilities of all supply sources. After knowing the customer needs, the company should understand the supply chain’s capabilities in terms of efficiency and responsiveness. A) Name at least three capabilities of a responsive supply chain. B) Compare an efficient supply chain with a responsive supply chain in terms of their primary goal, lead time strategy, manufacturing strategy, inventory strategy, and pricing strategy.**

**3. A) What are the three components of the "total logistics costs" in a supply chain? B) Explain how and why the design of the distribution network affects each of these components separately as well as the total logistics costs. C) Draw the relationship between the number of facilities and each of the three components you mentioned in part A of the question.**