**MBA Comp Exam Questions AY 2022-2023 – SCM 6070**

**Question # 1:**

Discuss why using expected trends for the future can lead to different supply chain decisions relative to decision tree analysis that accounts for uncertainty.

# Question # 2:

Why do manufacturers offer trade promotions? What impact do trade promotions have on the supply chain? How should trade promotions be structured to maximize their impact while minimizing the additional cost they impose on the supply chain?

# Question # 3:

An auto manufacturer sources both office supplies and subsystems such as seats. What, if any, difference in sourcing strategy would you recommend for the two types of products?