



CMA Handwritten Notes



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CMA Final



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CMA Intermediate

📞 **9177886784**

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P-20 GUESS QUESTIONS {NEW}

- 1) Present the procure - to - pay (P2P) process through a flow chart and summarize.
- 2) Define the four intrinsic flows of the supply chain.
- 3) Differentiate between Credit rating and Credit scoring. Also write a brief note on Credit Score.
- 4) Write a brief note on the use of Business analytics in reverse mapping.
- 5) Briefly discuss the stages of the Order to Cash (O2C) process.
- 6) Summarize the five misrepresentations of Customer -Relationship -Management (CRM).
- 7) Briefly discuss the stages for successful implementation of Customer Profitability Analysis (CPA).
- 8) Discuss the major tools of Statistical Process Control (SPC).
- 9) The Balanced Scorecard Institute (BSI) has developed the Nine Steps to Success™. Discuss the model with a diagram.
- 10) Briefly discuss with illustration the 3-component DuPont analysis.
- 11) Distinguish between Benchmarking and Bench Trending.
- 12) State the three phases of the process of Benchmarking.
- 13) Discuss briefly the five principles of Lean manufacturing.
- 14) Write a brief note on the importance of 'Quality' in the manufacturing process. In this regard, discuss the eight basic elements of quality.
- 15) Discuss the importance of Management Information System in a Digital environment.
- 16) Write briefly about the six major losses in Total Productive Maintenance (TPM).
- 17) State the interrelationship between the Key Performance Indicators (KPI) and the critical success factors (CSF).

- 18) Briefly explain the term 'Risk Management'. What are the objectives of Risk Management?
- 19) Elaborate the differences between Traditional Risk Management and Enterprise Risk Management (ERM). Also discuss the limitations of Traditional Risk Management.
- 20) State how the concept of risk pooling is used in supply chain management.
- 21) Briefly discuss the qualitative and quantitative methods of risk analysis.
- 22) Risk Mapping is a fundamental tool of risk management - discuss. In this context also highlight the Risk Heat Map.
- 23) Write the implication of Capital Adequacy Ratio (CAR) for risk management. Discuss the components of CAR.
- 24) State the operational risk capital estimation techniques introduced in Basel II
- 25) Write the seven causes of financial health deterioration as posited by Mitroff (2001).



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