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## ISM LEAD Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• Systems Capability and Technology: This domain covers developing talent and expanding skill sets among the supply management group members.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• Corporate Social Responsibility and Ethics: This domain covers incorporating ethical and sustainable practices into decision-making and supply chain processes.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• Stakeholder Engagement: The section covers cooperating and communicating effectively with internal and external stakeholders impacted by supply chain choices.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>• People Development and Coaching: In this section, focus is on nurturing talent and fostering skills growth within the supply management team.</li></ul>

## ISM Leadership and Transformation in Supply Management Sample Questions (Q85-Q90):

### NEW QUESTION # 85

A supply manager is serving on a large-scale project team in another country. To encourage the team's efforts, an early completion incentive is linked to the project. During an on-site visit, a local government official pulls the supply manager aside and offers to expedite a required approval in return for a \$500 "administration" fee paid in cash.

Given this situation, which of the following is the MOST appropriate course of action for the supply manager to take?

- A. Decline to pay the fee as it is obviously a bribe, but take no other action so as not to create disruptions or relationship issues that may jeopardize the project
- B. Justify the payment of the fee as it is small in relation to the budget of the project, and may help with on-time or early project delivery
- C. Decline to pay the fee as it is obviously a bribe, and report the matter to the local government authorities
- D. Decline to pay the fee as it is obviously a bribe, and report the matter to the appropriate authorities within the company

**Answer: D**

Explanation:

\* Ethical Dilemma: The offer to expedite approval in exchange for a \$500 cash payment is clearly a bribe, which poses an ethical and legal dilemma for the supply manager.

\* Declining the Bribe: The most appropriate action is to decline the payment, as participating in bribery violates ethical standards and legal regulations.

\* Internal Reporting: Reporting the incident to the appropriate authorities within the company ensures that the issue is handled according to the company's policies and legal requirements.

\* Maintaining Integrity: This course of action maintains the supply manager's integrity and protects the company from potential legal and reputational risks associated with bribery.

\* Reference: Ethical guidelines and anti-bribery laws, such as the Foreign Corrupt Practices Act (FCPA) and the UK Bribery Act, emphasize the importance of rejecting bribes and reporting such incidents to maintain ethical business practices.

### NEW QUESTION # 86

When prioritizing a supply management department's goals and objectives for the coming year, the department should place the MOST emphasis on which of the following?

- A. Ways in which the department can support the organization
- B. Key items identified by the business unit planning process
- C. First priorities in the functional planning process
- D. Goals that will have greatest impact on the department

**Answer: A**

Explanation:

\* Alignment with Organizational Goals: The supply management department's goals and objectives should align with and support the overall strategic goals of the organization.

\* Impact on Business Success: Prioritizing ways the department can support the organization ensures that supply management activities directly contribute to the company's success and competitive advantage.

\* Functional Integration: This approach fosters better integration and collaboration between the supply management department and other business units, leading to more cohesive and effective operations.

\* Strategic Focus: Emphasizing organizational support ensures that the department's goals are strategic rather than merely operational or departmental, driving broader business impact.

\* Reference: Strategic management literature, including "Strategic Management: Concepts and Cases" by Fred R. David and resources from the Balanced Scorecard Institute, support the importance of aligning departmental goals with organizational objectives.

### NEW QUESTION # 87

CDE Corporation prides itself on maintaining high standards of social responsibility and expects its suppliers to adhere to similar standards, especially for safety. CDE identifies potential sources and wants to be sure on-site personnel at these suppliers are trained in CDE's procedures. Which of the following is the BEST course of action for CDE to take to ensure suppliers receive safety training in compliance with its expectations?

- **A. Engage local trainers to lead classes using curricula specified by CDE**
- B. Include an attachment to suppliers' contracts requiring them to acknowledge CDE's safety training plan
- C. Deploy a web-based module detailing all safety procedures to each of the suppliers
- D. Send a team from its headquarters to conduct classes for the suppliers' employees in each location

**Answer: A**

Explanation:

To ensure suppliers receive safety training in compliance with CDE Corporation's standards, the best course of action is to engage local trainers to lead classes using curricula specified by CDE. This approach ensures that training is conducted by individuals familiar with local regulations and cultural nuances while adhering to CDE's standards. Leadership and transformation management documents highlight the importance of localized training to enhance effectiveness and compliance. By providing specified curricula, CDE can ensure that the content meets its high standards of social responsibility and safety. Reference emphasize the benefits of using local resources to implement training programs, which can lead to better engagement and understanding among participants.

### NEW QUESTION # 88

TUV, Inc. is acquiring Company A. As part of this acquisition, TUV's supply management department must review all of Company A's current contracts and agreements to ascertain how smoothly they can be transferred to TUV. Which of the following should be supply management's FIRST area of interest?

- A. Financial assessments
- B. Due diligence
- **C. Assignment consent**
- D. Liability exposure

**Answer: C**

Explanation:

The first area of interest for TUV's supply management department when reviewing Company A's contracts and agreements should be assignment consent.

Assignment Consent: This refers to the provision in contracts that allows for the transfer of contractual rights and obligations from one party to another. It is critical to determine if existing contracts can be legally transferred to TUV without requiring consent from the other parties involved.

Smooth Transition: Ensuring that assignment consent is in place helps in achieving a smooth transition and continuity of business operations, avoiding potential legal and operational issues.

Risk Mitigation: Reviewing assignment consent clauses helps in identifying any contracts that may pose risks or require renegotiation, ensuring that TUV can manage these aspects proactively.

Reference:

Monczka, R.M., Handfield, R.B., Giunipero, L.C., & Patterson, J.L. (2015). Purchasing and Supply Chain Management. Cengage Learning.

Stevenson, W.J. (2018). Operations Management. McGraw-Hill Education.

### NEW QUESTION # 89

Which of the following is the BEST example of a corporate social responsibility audit procedure?

- **A. Checking chemical safety data sheets regularly**
- B. Conducting diversity awareness training
- C. Enhancing talent management skills
- D. Creating an intranet forum to discuss organizational objectives

**Answer: A**

Explanation:

\* Reference: This practice is supported by guidelines from organizations such as the Occupational Safety and Health Administration (OSHA) and environmental protection agencies, which emphasize the importance of regular safety audits and compliance checks.

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