

LEADing Practices: Logistics/Supply Chain Management Business Competencies			
SC Competency Areas	Supply Chain Competency	Supply Chain Operational Competency	
Demand & Supply Planning	Demand Planning & Forecasting	Statistical Forecasting	
		Causal Forecasting	
		Composite Forecasting	
		Lifecycle Planning	
		Promotion Planning	
		Data Handling	
		Collaborative Demand Planning	
		Macro Calculation	
		Planning with Bills of Materials	
		Characteristics-Based Forecasting	
		Transfer of Consensus Demand Plan	
		Safety Stock Planning	Basic Safety Stock Planning
	Supply Network Planning	Heuristic	Capacity Leveling
			Optimization
			Multilevel Supply & Demand Matching
			Subcontracting
			Scheduling Agreement
			Aggregated Supply Network Planning
	Distribution Planning	Distribution Planning	Responsive Replenishment
	Service Parts Planning	Strategic Supply Chain Design	Parts Demand Planning
			Parts Inventory Planning
			Parts Supply Planning
			Parts Distribution Planning
			Parts Monitoring
Procurement	Strategic Sourcing	Long-term Planning	
		Bid Management	
		Contract Management	
		Catalog Management	
		Source Determination	
	Purchase Order Processing	Conversion of Demands to Purchase Orders	Activities
			Procurement Visibility
	Invoicing	Receiving an Incoming Invoice	Verifying an Incoming Invoice
			Release of Blocked Invoices
	Manufacturing	Production Planning & Detailed Scheduling	Production Planning
Detailed Scheduling			
Multilevel Supply & Demand Matching			
Materials Requirements Planning			

	Manufacturing Visibility & Execution & Collaboration	Make-to-Order
		Repetitive Manufacturing
		Flow Manufacturing
		Shop Floor Manufacturing
		Lean Manufacturing
		Process Manufacturing
		Batch Management
		Manufacturing Intelligence Dashboard
		Manufacturing Visibility
	MRP based Detailed Scheduling	Production Planning
		Detailed Scheduling
Warehousing	Inbound Processing & Receipt Confirmation	Determination of External Demands
		Logistics
		Advanced Shipping Notification
		Value-Added Services
		Yard Management
		Delivery Monitoring
		Goods Receipt
		Material Valuation
	Outbound Processing	Delivery Processing & Distribution
		Delivery Monitoring
		Value-Added Services
		Yard Management
		Goods Issue
		Proof of Delivery
		Fulfillment Visibility
	Cross Docking	Planned Cross Docking
		Opportunistic (unplanned) Cross Docking
	Warehousing & Storage	Strategies
		Slotting/Warehouse Optimization
		Native Radio Frequency Processing
		Task Interleaving & Resource Management
		Multiple Handling Units
		Inventory Management
		Storage and Stock Management
		Quality Management Integration
		Production Supply
		Visibility of Warehouse Activities
Decentralized Warehouse		
Physical Inventory	Planning Phase of Physical Inventory	
	Counting Phase of Physical Inventory activities	
Order Fulfillment	Sales Order Processing	Rules-based Available-to-Promise (ATP)
		Multilevel ATP Check
		Capable-to-Promise (CTP)

		Product Allocation	
		Backorder Processing	
	Billing	Creation and Cancellations of Invoices	
		Transfer Billing Data to Financial Accounting	
	Service Parts Order Fulfillment	Parts Marketing & Campaign Management	
		Parts Order Processing	
		Complaints Processing	
Transportation	Freight Management	Capture transportation requests	
		Dynamic Route Determination	
		Credit Limit Check	
		Send confirmation	
		Distance Determination Service	
	Planning & Dispatching	Load Consolidation	
		Mode and Route Optimization	
		TSP Selection	
		Transportation Visibility	
		Shipping	
	Rating & Billing & Settlement	Supplier Transportation Charges	
		Customer Transportation Charges	
		Transportation Charge Rates	
		Integrate Invoice request to FI / CO system	
	Driver & Asset Management	Asset Maintenance	
		Driver Maintenance	
	Network Collaboration	Collaboration Shipment Tendering	
		Seamless integration	
	Real World Awareness	Supply Chain Event Management	Procurement Visibility
			Fulfillment Visibility
Transportation Visibility			
Manufacturing Visibility			
Supply Network Visibility			
Outbound / Inbound RFID			
Railcar Management			
Container Track/Trace			
Auto ID / RFID and Sensor Integration		Partner Applications & xApps	
		Pre-Configured Business Processes	
		Serialization Data Management	
		Hardware & Device Management	
Supply Chain Visibility	Strategic Supply Chain Design	Supply Chain Definition	
		Supply Chain Monitoring	
		Alert Monitoring	
	Supply Chain Analytics	Service Fill Monitor	
		Service Loss Analysis	
		Supplier Delivery Performance Rating	
		Inbound Delivery Monitor	
		Collaboration Performance Indicator	

		Key Performance Indicators
		Supply Chain Performance Management
		Operational Performance Management
		Supply Chain Analytical Applications
		Supply Chain Analytics
	Supply Chain Risk Management	Identify Risks
		Manage Risks
		Monitor Risks
	Sales & Operations Planning	Demand Analysis and Update
		Supply Analysis
		Executive S&OP Analysis
Supply Network Collaboration	Supplier Collaboration	Release Process
		SMI Process
		Purchase Order Process
		Dynamic Replenishment Process
		Kanban Process
		Delivery Control Monitor Process
		Invoice Process
		Self-Billing Invoice Process
	Customer Collaboration	Responsive Demand Planning
		Responsive Replenishment Planning
	Outsourced Manufacturing	Contract Manufacturing Purchasing
		Supply Network Inventory
		Work Order Process
Supply Chain Management with Duet	Demand Planning in MS Excel	Planning Online
		Planning Offline

Source: LEADing Practice Supply Chain Standard