

Solution Manual for Supply Chain Management, 7th Edition, Sunil Chopra

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CHAPTER TWO Discussion Questions

1. How would you characterize the competitive strategy of a high-end department store chain such as Nordstrom? What are the key customer needs that Nordstrom aims to fill?

The Nordstrom website states the following: Over the years, the Nordstrom family of employees built a thriving business on the principles of quality, value, selection, and service. Today, Nordstrom is one of the nation's leading fashion retailers, offering a wide variety of high-quality apparel, shoes, and accessories for men, women, and children at stores across the country. We remain committed to the simple idea that our company was founded on, earning our customers' trust one at a time.

Nordstrom fills customer needs for high quality fashion merchandise and outstanding levels of customer service. Price is secondary for the typical Nordstrom shopper.

2. Where would you place the demand faced by Nordstrom on the implied demand uncertainty spectrum? Why?

Implied demand uncertainty is demand uncertainty due to the portion of demand that the supply chain is *targeting*, not the entire demand. A high-end department store chain such as Nordstrom falls on the high end of the implied demand uncertainty scale. There is significant variety of products that Nordstrom carries and it is generally hard to predict demand for these fashion items. The fashion items that Nordstrom stocks have extremely high product margin, high forecast



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Supply Chain Management by Pearson
Sunil Chopra, Peter Meindl, Dharam Vir Kalra, *Supply Chain Management 7e* introduces high level strategy and concepts while giving students the practical tools necessary to solve supply chain problems. Using a strategic framework, students are guided through all the key drivers of supply chain performance. *Supply Chain Management* Sunil Chopra, Dharam Vir Kalra, 2019

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Supply Chain Management Third Edition Sunil Chopra, Peter Meindl, *Supply Chain Management: Strategy, Planning, and Operation, eBook, Global Edition* Sunil Chopra, Peter Meindl, 2015-06-01. For MBA or senior level undergraduate supply chain management courses. A Strategic Framework for Understanding Supply Chain Management. Borne from a course on supply chain management taught at Northwestern University's Kellogg School of Management. *Supply Chain Management* introduces high level strategy and concepts while giving students the practical tools necessary to solve supply chain problems. The Sixth Edition weaves in compelling case study examples providing students with clear insight into how good supply chain management offers a competitive advantage. On the flip side, students also learn the dangers of poor supply chain management and how it can damage an organization's overall health and performance. Using a strategic framework, students are guided through all of the key drivers of supply chain performance including facilities, inventory, transportation, information, sourcing, and pricing. By the end of the course, students will walk away with a deep understanding of supply chains and a firm grasp on the practical managerial levers to pull in order to improve supply chain performance.

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