### Levels in version 6

#### Level 1
- **Theme**: Reliability
- **Sales**: Service level, Order deadline, Shortage rule
- **SCM**: Safety stocks
- **Operations**: # Shifts, # Pallet locations, # FTE
- **Purchasing**: Delivery window, Delivery reliability

#### Level 2
- **Theme**: Batches and frequencies
- **Sales**: Shelf life, Trade unit
- **SCM**: Lotsizing in production and purchasing
- **Operations**: SMED, Increase speed
- **Purchasing**: Trade unit

#### Level 3
- **Theme**: Speed and quality
- **Sales**: Payment terms
- **SCM**: Frozen period
- **Operations**: Intake time, Preventive maintenance, Solve breakdowns training, Raw materials inspection
- **Purchasing**: Supplier selection, Payment terms, Quality, Transport mode
### Extensions in version 6

<table>
<thead>
<tr>
<th>Theme</th>
<th>Sales</th>
<th>SCM</th>
<th>Operations</th>
<th>Purchasing</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Extension a</strong></td>
<td>S&amp;OP</td>
<td>Promotional pressure Category management Forecasting</td>
<td>Production interval tool</td>
<td>Resource selection</td>
</tr>
<tr>
<td><strong>Extension b</strong></td>
<td>External collaboration</td>
<td>Promotion horizon VMI</td>
<td>Outsourcing warehouse (MCC) Inflate PET</td>
<td>VMI Supplier development</td>
</tr>
<tr>
<td><strong>Extension c</strong></td>
<td>CO₂ footprint Sustainability</td>
<td>CO₂ sla</td>
<td>Decrease of water usage</td>
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<td>Decrease of energy usage</td>
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<td>Decrease of start up productivity loss</td>
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<tr>
<td><strong>Extension d</strong></td>
<td>KPIs and targets</td>
<td>KPI selection</td>
<td>KPI selection</td>
<td>KPI selection</td>
</tr>
<tr>
<td>Variant</td>
<td>Learning objective/themes</td>
<td>Minimum nr of rounds</td>
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<td>---------------------------------</td>
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<tr>
<td>Constrained Capacity</td>
<td>S&amp;OP in an environment with constrained capacity. Focus on category management, forecasting and balancing supply and demand</td>
<td>3</td>
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<tr>
<td>Supply Chain Risk Management</td>
<td>Manage external risks, assess risks in terms of their probability and impact. Work crossfunctionally to design and implement preventive and mitigating actions</td>
<td>5</td>
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<tr>
<td>Strategy Segmentation</td>
<td>Assess customers and products, decide on product-market combinations. Develop and implement a hybrid strategy and a fitting supply chain set up</td>
<td>5</td>
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<tr>
<td>Logistics Footprint</td>
<td>Expand to export markets, make crossfunctional decisions on categories, markets and warehouse footprint. Select the right LSPs for intercompany transportation and market distribution.</td>
<td>5</td>
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</tr>
</tbody>
</table>
Session assortment

Levels
- Used in successive rounds either at the same level of complexity or increasing level of complexity
- Example configs: 2/3/3 OR 1/2/2/3/3
- Best practice: do not increase complexity in the last round

Extensions
- Prerequisite, all decisions of level 3 are active as well
- Extensions can be blended 100% with other extensions
- Do not have a mandatory sequence
- Example configs: 3/ad/b/b OR 1/2/3/c/c

Variants
- Have level and extension content, but based of a different entity set
- Variants can be blended with all levels and extensions, except for CO₂
- Variants will not be offered as a blend with other variants
- Example configs: 3/a/cc/cc/cc OR 2/3/log/log/log