Colorado CTE

Operations Management (2015): Grades 9, 10, 11, 12, Higher Education

Adopted 2015

Business Law: Know and abide by laws and regulations affecting business operations and transactions to ensure compliance. MAOM.01

01. **Apply knowledge of business contracts to establish business relationships.** MAOM.01.01
    a. Apply knowledge of business contracts to establish business relationships. MAOM.01.01.A
    b. **Explain the nature of contract terminations.** MAOM.01.01.B
    c. Issue a service/goods contract. MAOM.01.01.C
02. Explain laws regulating the vendor/supplier bidding process to facilitate business operations. MAOM.01.02
    c. Discuss regulations that affect the vendor/supplier bidding process. MAOM.01.02.C

Customer Relations: Foster positive, ongoing customer relationships. MAOM.02

01. **Maintain positive customer service.** MAOM.02.01
    a. Explain the relationship between customer services and sales. MAOM.02.01.A
    b. Process customer orders. MAOM.02.01.B
    c. Process returns. MAOM.02.01.C

Financial Analysis: Establish, maintain, control, and plan the use of financial resources. MAOM.03

01. **Utilize cost accounting methods to guide business decision-making.** MAOM.03.01
    a. Discuss the relationship between operations management and accounting. MAOM.03.01.A
    b. Describe the nature of cost accounting decision making. MAOM.03.01.B
    c. Explain the nature of job costing. MAOM.03.01.C
    d. Describe the nature of activity-based costing. MAOM.03.01.D
    e. Discuss the implications of quality costs. MAOM.03.01.E
    f. Perform job costing. MAOM.03.01.F
    g. Calculate quality costs (e.g. prevention, appraisal, and failure). MAOM.03.01.G
    h. Conduct cost/benefit analysis on planned acquisitions. MAOM.03.01.H
02. **Manage risk to protect a business's well-being.** MAOM.03.02

Skip to main content

a. Discuss the nature of credit risk management. MAOM.03.02.A

b. Discuss reasons to integrate risk management into business operations. MAOM.03.02.B

c. Discuss the nature of enterprise risk management (ERM). MAOM.03.02.C

d. Integrate risk management into business operations. MAOM.03.02.D

03. Implement suitable internal accounting controls to ensure the proper recording of financial transactions. MAOM.03.03

a. Explain the purpose of internal accounting controls. MAOM.03.03.A

b. Determine the components of internal accounting control procedures for a business. MAOM.03.03.B

c. Maintain internal accounting controls. MAOM.03.03.C

Information Management: Apply inventory tracking technology to facilitate operational controls. MAOM.04

01. Utilize tools, strategies and systems to develop and maintain operational controls. MAOM.04.01

a. Describe the impact of technology on order processing. MAOM.04.01.A

b. Explain the nature of Universal Product Code (UPC) barcoding. MAOM.04.01.B

c. Explain the nature of radio frequency identification (RFID) tags. MAOM.04.01.C

02. Understand inventory tracking technology to facilitate operational control. MAOM.04.02

a. Describe the impact of technology on order processing. MAOM.04.02.A

b. Explain the nature of Universal Product Code (UPC) barcoding. MAOM.04.02.B

c. Explain the nature of radio frequency identification (RFID) tags. MAOM.04.02.C

Monitor, plan, and control day-to-day business activities to maintain and improve operational functions. MAOM.05

01. Understand purchasing activities to obtain business materials and services. MAOM.05.01

a. Describe the role of solicitations used in the purchasing process. MAOM.05.01.A

b. Discuss the impact of vendor competition on purchasing. MAOM.05.01.B

c. Discuss the importance of utilizing ethical purchasing methods. MAOM.05.01.C

d. Explain the impact of the purchasing process on productivity. MAOM.05.01.D

e. Discuss the nature of purchasing methods. MAOM.05.01.E

f. Describe business objectives/strategies that influence purchasing. MAOM.05.01.F

02. Explain organizational requirements for properly handling purchase requisitions. MAOM.05.02

a. Describe types of purchase orders. MAOM.05.02.A

b. Discuss organizational requirements for purchase requisitions. MAOM.05.02.B

c. Discuss priority procedures used by businesses for purchases. MAOM.05.02.C

Skip to main content

d. Explain budgetary procedures for purchase requisitions. MAOM.05.02.D

03. Implement purchasing policies to ensure cost and quality control. MAOM.05.03

a. Maintain vendor/supplier relationships. MAOM.05.03.A

b. Develop lists of sources (e.g. approved, preferred, partnered, certified, disqualified). MAOM.05.03.B

c. Conduct vendor/supplier search. MAOM.05.03.C

d. Negotiate terms with vendors. MAOM.05.03.D

e. Establish bid specifications. MAOM.05.03.E

04. Discuss inventory control strategies used to maintain appropriate levels of stock/supplies. MAOM.05.04

a. Discuss types of inventory. MAOM.05.04.A

b. Explain methods of inventory control. MAOM.05.04.B

c. Discuss stockless purchasing and inventory systems. MAOM.05.04.C

d. Describe the process of supplier-managed inventory. MAOM.05.04.D

05. Plan the production of products/services. MAOM.05.05

a. Explain the factors impacting a master production schedule. MAOM.05.05.A

b. Create a master production schedule. MAOM.05.05.B

c. Evaluate the effectiveness and efficiency of a production schedule. MAOM.05.05.C

06. Manage quality control processes to maximize operational effectiveness and expedite workflow. MAOM.05.06

a. Explain the nature of quality management. MAOM.05.06.A

b. Determine reliability factors impacting the quality of a product/service. MAOM.05.06.B

c. Test product/services for quality. MAOM.05.06.C

d. Discuss the need for continuous improvement of the quality process. MAOM.05.06.D

e. Develop continuous-improvement strategies. MAOM.05.06.E

f. Develop a plan/program for quality achievement. MAOM.05.06.F

07. Conduct supply chain management activities. MAOM.05.07

a. Explain the nature of order cycle time. MAOM.05.07.A

b. Explain types of supply chain activities. MAOM.05.07.B

c. Describe the nature of inter-organizational supply chains. MAOM.05.07.C

d. Discuss organizational dependence on effective supply chains. MAOM.05.07.D

Skip to main content

e. Discuss the nature of supply chain management. MAOM.05.07.E

f. Describe the relationship between supply chain management and logistics. MAOM.05.07.F

g. Describe types of supply-chain management decisions (e.g., location, production, inventory, transportation). MAOM.05.07.G

h. Implement supply chain management strategies. MAOM.05.07.H

---

08. Evaluate knowledge management strategies. MAOM.05.08

a. Explain the role of organizational culture in knowledge management implementation. MAOM.05.08.A

b. Assess knowledge-management strategies. MAOM.05.08.B

---

09. Use innovation to gain competitive advantage in the marketplace. MAOM.05.09

a. Discuss the nature of product-development management MAOM.05.09.A

b. Explain ways to align product-development plans with business strategy. MAOM.05.09.B

c. Describe methods for recognizing opportunities for innovation. MAOM.05.09.C

d. Implement product-development management strategies. MAOM.05.09.D

---

10. Manage the work capacity of an organization to meet predicted demands. MAOM.05.10

a. Discuss the nature of capacity planning. MAOM.05.10.A

b. Describe factors impacting demand. MAOM.05.10.B

c. Explain types of capacity planning (e.g., lead strategy, lag strategy, match strategy). MAOM.05.10.C

d. Plan work capacity. MAOM.05.10.D