

Certification Exam Guide

# Infor Certified CloudSuite Industrial Associate

Exam #: CSI-178



Certification Program

## Target Audience

The exam targets the product knowledge demonstrated by an individual with less than one year of experience with the Infor CloudSuite Industrial Implementation Accelerator (IA).

## Exam Details

- Exam number: CSI-178
- Onsite or Online, proctored
- 40 questions
- 50-minute time limit

## Schedule and Register

Below are the steps to schedule and register for an onsite or online proctored exam.

- Infor partners: Click [here](#) to get your coupon code.
- Infor employees: Obtain your coupon code from the [Infor Services Career Portal](#) (click the orange Infor Product Certification Program button.)
- Campus Plus members: Get your coupon code on the Infor Campus landing page.
- If you require an additional time accommodation for a disability or because English is not your first language, send a request to [certification@infor.com](mailto:certification@infor.com) at least 5 days prior to your exam date/time.

### Onsite

Prior to registering for an exam, please follow the steps below to register for your preferred exam date/time:

1. If required, create a new account by clicking [here](#).
2. If you already have an account, login to [Webassessor](#).
3. Click Register for an Exam.
4. Click Select next to the Onsite Proctored option for the exam you wish to attempt.
5. Search for a test center or choose one of the closest test centers listed and click Select.
6. Select your preferred date and time to attempt the exam. (Test centers set their own testing schedules.)
7. Read and accept the Terms and Conditions and then click Select.
8. If you have a coupon code, enter the code and click Apply.
9. If the exam details are correct, click Checkout.
10. If using a credit card, enter your credit card information and click Submit.
11. After confirming payment, click Done. You will receive a confirmation email with your Test Taker Authorization Code and additional onsite details.

#### **Please Note:**

- Ensure you have your Test Authorization Code with you when you arrive at the test center. You cannot attempt your exam without the Test Authorization Code, and no refund will be provided.
- Please arrive at the test center at least 15 minutes prior to your scheduled exam.
- Parking and other test center specific instructions are included in your confirmation email.

[Register here](#)

## Online

Prior to registering for an exam, please follow the steps below at least 5 days prior to you preferred exam date/time:

1. [Test your Internet connection, webcam, and microphone](#) to ensure your computer meets the requirements for online testing.  
Note: Review [this Kryterion help page](#) if you have questions.
2. If you encounter any problems, contact Kryterion Support on the [Kryterion Candidate Community Case Form](#).
3. If required, create a new account by clicking [here](#).
4. If you already have an account, login to [Webassessor](#).
5. Click Register for an Exam.
6. Click Select next to the Online Proctored option for the exam you wish to attempt.
7. Select your preferred date and time to attempt the exam and click Select.
8. Read and accept the Terms and Conditions and then click Select.
9. If you have a coupon code, enter the code and click Apply.
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[Register here](#)

## Exam Topic Area Summary

The following summarizes the percentage of each topic area included on the exam:

- Using - 100%

## Related Training and Documentation

Although not required, the following training courses and documentation cover content included in this exam:

- Training courses on Infor Campus:
  - CloudSuite Industrial: Foundation

## Exam Objectives by Topic Area and Resource

This certification exam includes the following exam objectives by topic and resource.

Resource and related exam objective(s)	Topic Area and Percentage
	Using
	100%
<b>CloudSuite Industrial: Foundation</b>	
Identify the main processes of the CloudSuite Industrial Implementation Accelerator.	X
Explain how to perform key sales management tasks in the Lead to Order business process.	X
Explain how to complete the main sales order functions of the Quote to Cash business process.	X
Explain the primary functions of the Design to Release process.	X
Explain the key vendor management tasks in the Procure to Pay business process.	X
Explain how to use Advanced Planning and Scheduling (APS) in the Plan to Inventory business process.	X
Identify the steps in the Demand to Build process.	X
Describe the primary financial management functions in the Financial Plan to Report business process.	X

## Questions and Help

Additional Certification Program information is available at [www.infor.com/certification](http://www.infor.com/certification)

The Certification Program rules, policies, and procedures, including credentials and badging, are available in the [Infor Certification Program Guide](#).

Additional information about Infor Education training courses is available at [www.infor.com/education](http://www.infor.com/education).

Your results will be available in [CertMetrics](#) 24 hours after you receive your test results.

If you experience any issues when registering for a certification exam, please contact [support@kryteriononline.com](mailto:support@kryteriononline.com).

If you need help registering for a training course, please contact:

- For Americas: [EducationAmericas@infor.com](mailto:EducationAmericas@infor.com)
- For Europe, the Middle East and Africa: [EducationEMEA@infor.com](mailto:EducationEMEA@infor.com)
- For Asia Pacific: [EducationAPAC@infor.com](mailto:EducationAPAC@infor.com)

## Sample Questions

The sample questions below provide examples of the types of questions included on the certification exams delivered through the Webassessor testing platform. The correct answers are provided for reference purposes only in the following Key to Sample Questions section. **Note:** The Webassessor platform randomizes all certification question items and answer options during the exam.

1. During which one of the following business processes does a company create an estimate from an opportunity and then convert that estimate to a sales order?
  - A.  Lead to Order
  - B.  Quote to Cash
  - C.  Design to Release
  - D.  Procure to Pay
2. A company manufacturing a new fitness tracking Smartwatch has created a marketing campaign to introduce the Smartwatch. The campaign's return on investment (ROI) is estimated by evaluating the cost versus targeted revenue and the effectiveness is calculated by measuring actual revenue versus estimated revenue. Actual revenue is captured by linking which two of the following to the campaign? Choose 2 answers.
  - A.  Sales contacts
  - B.  Prospects
  - C.  Leads
  - D.  Opportunities
3. Which three of the following are the main components of the Lead to Order business process? Choose 3 answers.
  - A.  Requisition to Purchase Order
  - B.  Campaign to Return on Investment
  - C.  Lead to Opportunity
  - D.  Approve to Release
  - E.  Prospect to Customer
  - F.  Quote to Sales Order
4. The Quote to Cash business process is supported by a variety of functions within Infor CloudSuite Industrial to do which four of the following? Choose 4 answers.
  - A.  Convert a prospect to a customer
  - B.  Place vendors on payment hold
  - C.  Track opportunities
  - D.  Record order shipments
  - E.  Invoice and collect payments
  - F.  Manage credit return
  - G.  Process customer and vendor payments
5. A company manufactures Smartwatches and other fitness tracking equipment. You are setting up the operational data supporting the Smartwatch bill of materials (BOM). The machine time to cut the wristband material and the labor time to assemble the Smartwatch should be set up as which one of the following?
  - A.  Resources
  - B.  Operations
  - C.  Resource groups
  - D.  Shifts

6. Which two of the following reports can you review to verify a purchase order was received? Choose 2 answers.
- A.  Vouchers Payable report
  - B.  Order Verification report
  - C.  Material Transactions report
  - D.  Purchase Order report
7. Which two of the following are the main components of the Plan to Inventory business process? Choose 2 answers.
- A.  Plan to Schedule - Procurement
  - B.  Plan to Replenish
  - C.  Plan to Schedule – Production
  - D.  Count to Correct
8. The Plan to Inventory business process is supported by a variety of functions within Infor CloudSuite Industrial, including which four of the following? Choose 4 answers.
- A.  Consolidating future requirements based on 30-day and 90-day buckets
  - B.  Applying a shrink factor to accommodate for inventory losses
  - C.  Measuring performance using variances between current and actual job costs
  - D.  Setting cycle count triggers for items by warehouse
  - E.  Manufacturing items to satisfy demand
  - F.  Recording variances between on-hand and actual quantities
  - G.  Analyzing work center capacity and schedule production based on forecasts, open orders, and jobs
9. The Demand to Build business process is supported by a variety of functions within Infor CloudSuite Industrial to do which four of the following? Choose 4 answers.
- A.  Analyze demand
  - B.  Generate a material plan
  - C.  Copy the current bill of materials to jobs
  - D.  Analyze work center capacity and schedule production
  - E.  Schedule the shop floor
  - F.  Manufacture items to satisfy demand
10. Which one of the following processes includes all the activities involving releasing jobs to the shop floor, shop floor scheduling, resolving capacity constraints, manufacturing, and outside processing?
- A.  Demand to Plan
  - B.  Plan to Schedule - Procurement
  - C.  Plan to Schedule - Production
  - D.  Schedule to Build

## Key to Sample Questions

The correct answers for the Sample Questions are provided here for reference purposes only. **Note:** The Webassessor platform does not provide correct answers/feedback during the exam.

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## About Infor

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