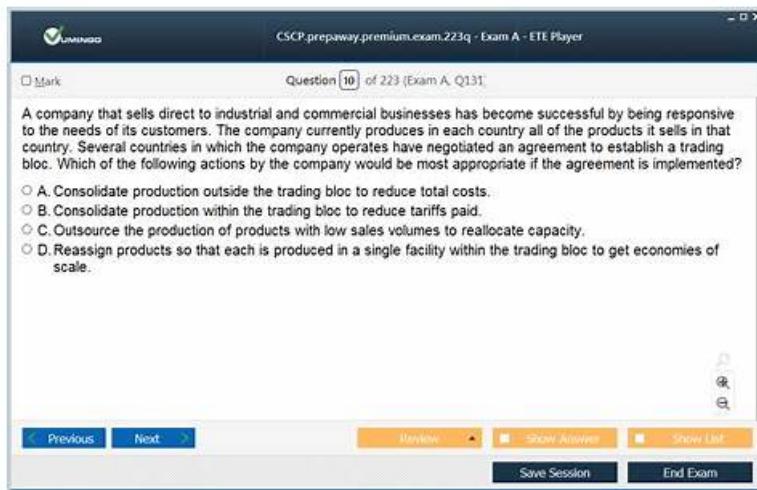


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APICS CSCP certification is highly regarded by employers and is recognized globally as a standard for excellence in supply chain management. Certified Supply Chain Professional certification program is designed for professionals who are interested in advancing their careers in supply chain management and who want to demonstrate their expertise in this critical field. The CSCP Certification is ideal for individuals who are involved in the entire supply chain, including procurement, manufacturing, and logistics.

## APICS Certified Supply Chain Professional Sample Questions (Q80-Q85):

### NEW QUESTION # 80

Allowing for organizational restructuring is an example of which of the following steps in creating successful strategic alliances among suppliers?

- A. Negotiating a win-win deal
- **B. Planning for change**
- C. Conducting pulse checks
- D. Managing multifaceted relationships

**Answer: B**

**NEW QUESTION # 81**

What is the inventory turnover for a company with the following financial data?

□

- A. 19.50
- **B. 8.03**
- C. 1.91
- D. 4.64

**Answer: B**

**NEW QUESTION # 82**

A manufacturer of innovative products needs to focus on which of the following factors?

- A. Cost per unit
- B. Component inventory levels
- **C. Time-to-market**
- D. Equipment utilization

**Answer: C**

Explanation:

For a manufacturer of innovative products, focusing on time-to-market is crucial because the competitive advantage in innovation often lies in being the first to market. Being early can capture market share, set industry standards, and establish brand recognition before competitors.

\* Innovation Cycle: The cycle of developing innovative products is typically shorter, and the window of opportunity to capitalize on a new product is limited.

\* Market Dynamics: Consumer preferences can change rapidly, and being first can create a perception of leadership and reliability.

\* Revenue Generation: Earlier market entry can lead to faster revenue generation and a better return on investment for research and development efforts.

\* Technological Advantage: In sectors where technology advances quickly, delays can result in a product becoming obsolete before it even hits the market.

References:

\* Kotler, P., & Keller, K. L. (2016). Marketing Management. Pearson.

\* Wheelwright, S. C., & Clark, K. B. (1992). Revolutionizing Product Development. Free Press.

**NEW QUESTION # 83**

Which of the following indicators is most appropriate to use as a measure of supply chain utilization?

- A. Value-added productivity per employee
- **B. Net asset turnover**
- C. Upside flexibility
- D. Production equipment productivity

**Answer: B**

Explanation:

Section: Fundamentals of Supply Chain Management

Explanation

## NEW QUESTION # 84

The factors to consider in the make-or-buy decision include costs, proprietary knowledge, and:

- A. inventory balance.
- B. available capacity.
- C. warehouse location.
- D. design history.

**Answer: B**

## NEW QUESTION # 85

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