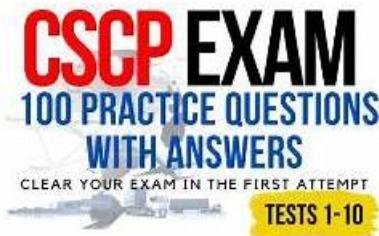


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## CSCP Topics

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## APICS Certified Supply Chain Professional Sample Questions (Q159-Q164):

### NEW QUESTION # 159

A company's competitive advantage is product differentiation. The company has multiple new products with unique features targeted to various customer groups. It plans to sell its products via retail channels and online.

One of the activities the company should focus on first when determining inventory levels for each product is:

- A. determining inventory levels at retail outlets.
- B. planning equivalent inventory levels for each product.

- C. identifying and documenting each market segment's need.
- D. setting price points for each product.

**Answer: C**

Explanation:

When determining inventory levels for each product, especially for a company focusing on product differentiation with unique features targeted at various customer groups, the first activity should be identifying and documenting each market segment's needs. Understanding specific customer requirements and demand patterns is crucial for setting appropriate inventory levels that align with market expectations. Planning equivalent inventory levels, setting price points, and determining inventory levels at retail outlets are subsequent steps that depend on the initial assessment of market needs. References: Kotler, P., & Keller, K. L. (2016). "Marketing Management."

#### **NEW QUESTION # 160**

A procurement manager wants to reduce costs on commodity items. Which of the following actions is likely to result in the greatest savings?

- A. Conducting a supplier review and recertification
- B. Standardizing and eliminating redundant items
- C. Leveraging group purchasing power
- D. Renegotiating contracts with commodity suppliers

**Answer: C**

#### **NEW QUESTION # 161**

What does up-selling involve?

- A. encouraging a customer to purchase additional, often complimentary products and services
- B. transferring the customer to more expensive and more profitable items
- C. increasing the volume of the customer's purchases
- D. increasing the value of the customer's purchases

**Answer: D**

#### **NEW QUESTION # 162**

A manufacturer can simplify the forecasting process by pooling demand forecasts for a product group and then:

- A. disaggregating demand to the item level based on marketing input.
- B. allocating demand to each production site.
- C. averaging total demand and spreading it evenly across all items.
- D. disaggregating demand to the item level based on historical proportions.

**Answer: D**

#### **NEW QUESTION # 163**

Sustainable business practices are those capable of meeting the:

- A. needs of the present while considering the needs of the future.
- B. requirements of producing products with minimum resources.
- C. environmental protection requirements of today.
- D. environmental protection requirements of the future.

**Answer: A**

Explanation:

Sustainable business practices focus on balancing current operational needs with the ability to meet future requirements. This involves ensuring that resources are used efficiently, waste is minimized, and environmental and social impacts are considered. The goal is to

operate in a way that does not compromise the ability of future generations to meet their own needs. This holistic approach encompasses environmental protection, resource efficiency, and social responsibility.

## References:

\* Elkington, J. (1997). *Cannibals with Forks: The Triple Bottom Line of 21st Century Business*. Capstone Publishing.  
 \* Hart, S.L. (1997). *Beyond Greening: Strategies for a Sustainable World*. Harvard Business Review.

## NEW QUESTION # 164

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