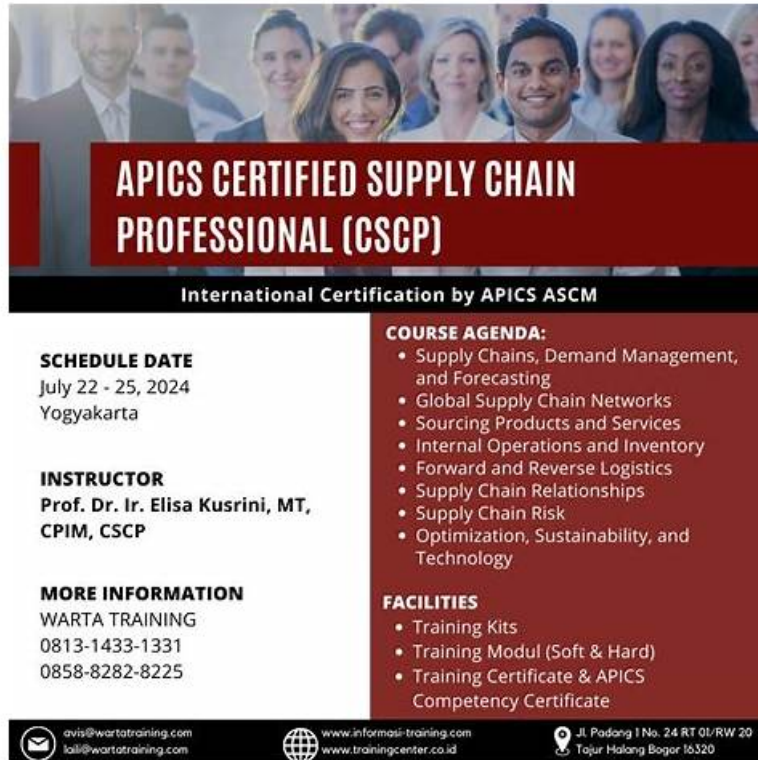


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APICS CERTIFIED SUPPLY CHAIN PROFESSIONAL (CSCP)
International Certification by APICS ASCM

SCHEDULE DATE
July 22 - 25, 2024
Yogyakarta

INSTRUCTOR
Prof. Dr. Ir. Elisa Kusriani, MT,
CPIM, CSCP

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APICS Certified Supply Chain Professional Sample Questions (Q127-Q132):

NEW QUESTION # 127

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. Managing multifaceted relationships
- D. Conducting pulse checks

Answer: B

NEW QUESTION # 128

A large wholesaler formerly owned a number of delivery trucks. The wholesaler sold all of its trucks and now purchases transportation services from fleet operators. This is an example of which of the following strategies?

- A. Selling and leasing back equipment.
- B. Renting equipment on consignment.
- C. Using an owner-operator fleet.
- **D. Using a third-party logistics provider.**

Answer: D

NEW QUESTION # 129

A company finds that one of its warehouses is out of capacity to store products. Expanding the physical size of the warehouse is not an option. The most appropriate solution would be to increase the:

- A. cash-to-cash cycle of slow-moving items.
- B. inventory days of supply of fast-moving items
- **C. inventory turn of slow-moving items.**
- D. use of break-bulk warehousing.

Answer: C

Explanation:

When a warehouse reaches its capacity and expanding the physical space is not an option, increasing the inventory turn of slow-moving items is the most appropriate solution. Here's why:

* Inventory Turn: This measures how frequently inventory is sold and replaced over a period. Increasing inventory turn means reducing the amount of time products stay in the warehouse.

* Slow-Moving Items: These items contribute significantly to storage space issues. By focusing on increasing the turn rate of these items, you can free up space for faster-moving goods.

* Efficient Use of Space: By increasing the turnover of slow-moving items, you avoid the need for additional storage space and ensure that the warehouse is utilized more effectively.

* Improved Cash Flow: Higher inventory turnover rates help in converting stock into cash more quickly, improving the company's liquidity. In essence, managing slow-moving inventory more efficiently helps to optimize the use of existing warehouse space without the need for physical expansion.

References

* "Inventory Management Strategies to Reduce Warehouse Costs" - Supply Chain Quarterly

* "Improving Inventory Turnover Rates" - Journal of Business Logistics

NEW QUESTION # 130

Which of the following considerations are essential to a company's advanced supply chain strategy that utilizes cloud computing?

- A. Understanding the history and evolution of supply chain technologies
- B. Understanding the content and scope of a company's cloud implementation
- **C. Understanding the complexity of information services configuration**
- D. Understanding the product offering of local and global internet service providers (ISPs)

Answer: C

NEW QUESTION # 131

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. setting price points for each product.
- B. planning equivalent inventory levels for each product.
- **C. identifying and documenting each market segment's need.**
- D. determining inventory levels at retail outlets.

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 # 132

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