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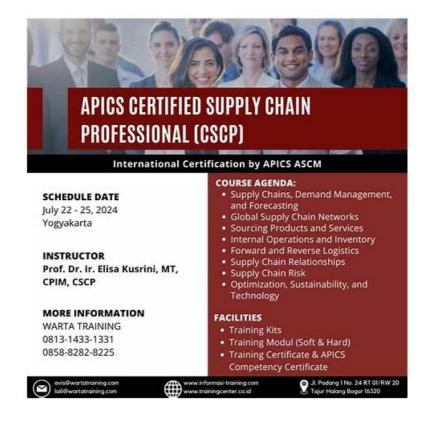

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APICS Certified Supply Chain Professional Sample Questions (Q23-Q28):

NEW QUESTION # 23
A firm purchases a product requiring high quality, but it is not a critical or high-value item. What is the targeted supplier qualification level for this product?

- A. Preferred
- B. Approved
- C. Certified

- D. Partnered

Answer: C

Explanation:
For a product that requires high quality but is not critical or high-value, the targeted supplier qualification level should be "Certified." Certified suppliers have demonstrated their ability to consistently meet quality standards and performance criteria, making them reliable sources for high-quality products. While "Approved" and
"Preferred" suppliers may meet basic requirements, "Certified" suppliers have typically undergone more rigorous evaluation processes, ensuring a higher level of quality assurance.
References
* Leenders, M. R., Johnson, P. F., Flynn, A., & Fearon, H. E. (2006). Purchasing and Supply Management. McGraw-Hill.
* Trent, R. J. (2005). End-to-End Lean Management: A Guide to Complete Supply Chain Improvement. J.
Ross Publishing.

NEW QUESTION # 24
What process provides the structure for how relationships with customers are developed andmaintained?

- A. customer service management
- B. customer relationship management
- C. supplier relationship management
- D. customer channel management

Answer: B

NEW QUESTION # 25
Which of the following benefits of supplier relationship management typically results fromcollaboration with a few critical suppliers?

- A. Elimination of formal contracts
- B. Automation of supplier sales activities
- C. Standardization of communications
- D. Reduction in customer and supplier inventories

Answer: D

Explanation:
Supplier relationship management (SRM) emphasizes collaboration with key suppliers, which can lead to significant inventory reductions. The detailed explanation includes:
* Collaborative Planning: Working closely with critical suppliers to synchronize production schedules and inventory levels, aligning them with actual demand.
* Improved Forecasting: Sharing accurate demand forecasts and sales data helps suppliers plan their production more effectively, reducing the need for safety stock.
* Just-in-Time (JIT) Practices: Implementing JIT practices where materials and components are delivered precisely when needed, minimizing inventory holding costs for both the customer and the supplier.
* Vendor-Managed Inventory (VMI): Allowing suppliers to manage inventory levels based on real-time data, ensuring optimal stock levels and reducing excess inventory.
* Lean Practices: Adopting lean inventory management techniques to eliminate waste, streamline processes, and enhance overall supply chain efficiency.
References
* Dyer, J. H., & Singh, H. (1998). The Relational View: Cooperative Strategy and Sources of Interorganizational Competitive Advantage. Academy of Management Review, 23(4), 660-679.
* Christopher, M. (2016). Logistics & Supply Chain Management. Pearson UK.

NEW QUESTION # 26
Under what condition does the costs associated with the market mediation function occur?

- A. when supply does not equal to demand
- B. when supply is less than demand

- C. when supply equals demand
- D. when supply is greater than demand

Answer: A

NEW QUESTION # 27

In the Supply Chain Operations Reference-model (SCOR), the cash-to-cash cycle time for a manufacturing company is the number of days between which two of the following situations?

- A. Billing the customer and getting paid for the product
- B. Shipping the product from the warehouse and receiving it at the customer's location
- C. Paying for raw materials and sending an invoice to the customer
- D. Paying for raw materials and getting paid for the product

Answer: D

NEW QUESTION # 28

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