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- VENDOR: (ISM)
- EXAM CODE: (INTE)
- EXAM NAME: (Supply Management Integration)
- Number OF Questions: (167)
- Certification Name: (CPSM)
- Exam Language: (ENGLISH)
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ISM INTE Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Quality Management: This section covers understanding and applying quality management principles throughout the supply chain.
Topic 2	<ul style="list-style-type: none">• Project Management: This section covers applying project management principles to supply management activities.
Topic 3	<ul style="list-style-type: none">• Sales and Operations Planning (SOP): This section covers sales and Operations Planning, Demand Planning, and Forecasting.
Topic 4	<ul style="list-style-type: none">• Logistics and Materials Management: This section covers knowledge of transportation modes, warehousing, and inventory management practices.

- **Supply Chain Strategy:** This section deals with how to develop and implement material or service standardization programs and implement requirements planning to align supply management activities with organizational strategy.

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ISM Supply Management Integration Sample Questions (Q104-Q109):

NEW QUESTION # 104

A manufacturing firm redesigns its premier product to benefit from material standardization. The change will entail re-tooling costs. The firm conducts a cost benefit analysis on four possible options. Option 1 is to make no change at all. Options 2, 3, and 4 represent different re-tooling configurations involving different materials:

Option 1 Option 2 Option 3 Option 4

Re-tooling Costs (Year 1) \$0 \$800,000 \$1,000,000 \$1,200,000

Material Costs

Year 1 \$1,000,000 \$700,000 \$650,000 \$600,000

Year 2 \$1,100,000 \$750,000 \$700,000 \$650,000

Year 3 \$1,200,000 \$800,000 \$750,000 \$700,000

Year 4 \$1,300,000 \$850,000 \$800,000 \$750,000

Year 5 \$1,400,000 \$900,000 \$850,000 \$800,000

Total \$6,000,000 \$4,000,000 \$3,750,000 \$3,500,000

Labor Costs

Year 1 \$1,000,000 \$700,000 \$650,000 \$600,000

Year 2 \$1,100,000 \$770,000 \$715,000 \$660,000

Year 3 \$1,210,000 \$847,000 \$786,500 \$726,000

Year 4 \$1,331,000 \$931,700 \$865,150 \$798,600

Year 5 \$1,464,100 \$1,024,870 \$951,665 \$878,460

Total \$6,105,100 \$4,273,570 \$3,968,315 \$3,663,060

In addition to this, there will be a cost of \$3.5 million in lost production during Year 1, should any of the re-tooling options (2, 3, or 4) be selected.

The firm wants to rank the options in order of financial preference, from the best option to the worst. Based on this information, how should the four options be ranked?

- A. 4, 1, 3, 2
- B. 2, 3, 1, 4
- **C. 4, 3, 2, 1**
- D. 1, 2, 3, 4

Answer: C

Explanation:

To determine the financial preference, we calculate total costs including re-tooling, material, labor, and lost production for each option. Option 4 has the lowest total cost, followed by Option 3, then Option 2, and Option 1, which incurs the highest costs without any change. This ranking is based on cumulative costs over five years. References: Cost-benefit analysis in supply chain management helps in decision-making by comparing total costs of different strategies.

NEW QUESTION # 105

For many years, WXY Company's policy has been to buy only domestically manufactured MRO materials and maintain quantities of these materials at each operating location. A recent analysis reveals that this practice is not the most efficient and effective way for

this firm to manage its MRO purchases. Given this situation, which of the following is the BEST course of action for WXY's supply management department to take?

- A. Determine what supplier can deliver the best value, and contract with that supplier
- B. Centralize its inventory into one location to reduce overall storage costs
- C. Outsource the inventory fulfillment to a lower cost third party
- **D. Create a cross-functional team of stakeholders to determine future actions**

Answer: D

Explanation:

Forming a cross-functional team ensures diverse perspectives and expertise in decision-making, leading to well-rounded strategies for managing MRO materials more efficiently. It fosters collaboration and alignment across departments. Reference: Monczka, R. M., Handfield, R. B., Giunipero, L. C., & Patterson, J. L. (2016).

Purchasing and Supply Chain Management.

NEW QUESTION # 106

An organization purchases materials beyond current and anticipated requirements in expectation of a price increase or shortage, in the hope that it will profit from the sale of the materials at a later date. This describes which of the following buying strategies?

- A. Consignment
- B. Forward
- **C. Speculative**
- D. Spot

Answer: C

Explanation:

Speculative buying occurs when an organization purchases more inventory than necessary based on the forecasted increase in prices or potential shortages. This strategy aims to capitalize on market conditions, potentially resulting in financial gains. Reference: Monczka, R. M., Handfield, R. B., Giunipero, L. C., & Patterson, J. L. (2016). Purchasing and Supply Chain Management.

NEW QUESTION # 107

When identifying complex market conditions affecting product or service demand factors, which of the following methods is typically MOST useful?

- **A. Causal modeling**
- B. Moving averages
- C. Trend projections
- D. Time series analysis

Answer: A

Explanation:

Causal modeling is typically the most useful method for identifying complex market conditions affecting product or service demand factors. This method examines the relationships between variables, allowing businesses to understand how different factors influence demand. It provides deeper insights into cause-and-effect relationships than methods like time series analysis or moving averages.

Reference:

Advanced forecasting techniques in supply chain management.

NEW QUESTION # 108

A manufacturing firm prepares the following materials requirement plan (MRP):

Master Production Schedule

Week 123456

Item A 101015152020

Relevant Information

Item's Parent Item's Lead Time Item's Lot Size Item's Current Inventory A None 1 week LFL 50 BA 2 weeks 5010 CB 2 weeks 5010 Using MRP methodology, how much of Item B should be ordered, and when should it be ordered?

