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**CSCP Module 3 Quiz Review Sourcing Products
& Services Exam 2025–2026 Accurate Real Exam
Questions and Verified Correct Answers JUST
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What would be a good way to move from a transactional relationship to a collaborative

relationship with a trustworthy customer, helping to improve the organization's order-to-cash

cycle time (the speed of converting orders to payments and then to cash)?

Offer trade credit.

Which of the following are common currency-related trends?

Use of letters of credit and currency hedging

When is an accrual removed in the receiving and payment process?

After the three-way match

Which of the following is true of portals?

External portals can provide company and role-based access and authentication.

An organization is contracting to sell products to a company in another state. The buying

organization is negotiating to execute payment in two months. The selling organization hopes to

be paid in one month instead of two but believes the buyer will walk away if they push to

receive payment earlier than the buyer is requesting. What is the best method to encourage the

buying company to pay early?

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APICS Certified Supply Chain Professional Sample Questions (Q211-Q216):

NEW QUESTION # 211

An increase in the inventory turnover rate for a supply chain typically would indicate that there has been a reduction in:

- A. the total supply chain inventory.
- B. supply chain cost of sales.
- C. prices to the end user.
- D. the manufacturer's inventory.

Answer: A

Explanation:

Section: Supply Chain Strategy, Design, and Compliance

NEW QUESTION # 212

A company that manufactures complex mechanical assemblies to customer order and ships them directly to the customer is implementing manufacturing cells. The benefit most likely to result from this effort is a reduction in the:

- A. number of component shortages.
- B. response time to a request for quote.
- C. time to fill customer orders.
- D. production planning horizon.

Answer: C

NEW QUESTION # 213

Customer demand is 120 units per week. The company works on a 9-hour shift per day, 5-day per week basis.

Each shift has a ½-hour lunch break and two 15-minute coffee breaks. The cycle time is 12 minutes. To meet demand, production must occur at the rate of one unit every:

- A. 28 minutes.
- B. 12 minutes.
- C. 22.5 minutes.
- D. 20 minutes.

Answer: D

NEW QUESTION # 214

Attaching a fuel tank cap to a fuel tank door on a car is an example of which of the following lean techniques?

- A. Kaizen
- B. Five Ss
- C. Poka-yoke
- D. Five whys

Answer: B

NEW QUESTION # 215

Which of the following actions is most appropriate to take with a supplier whose ratings are below the agreed-upon performance levels?

- A. Inform the supplier that they are on probation for 3 months.
- B. Place outstanding contracts with the supplier on hold.

- C. Modify the supplier performance expectations.
- D. Discuss ways to raise the ratings for the next review period.

Answer: D

Explanation:

When a supplier's performance ratings fall below the agreed-upon levels, the most appropriate initial action is to engage in a constructive dialogue with the supplier. This discussion should focus on identifying the reasons behind the underperformance and collaboratively developing an improvement plan. This approach not only addresses the immediate performance issues but also fosters a long-term partnership based on continuous improvement and mutual benefits. Placing a supplier on probation or modifying performance expectations might be necessary if improvements are not seen, but these steps should come after attempting to work together on a solution.

References

* "Supplier Evaluation and Performance Excellence: A Guide to Meaningful Metrics and Successful Results" by Sherry R. Gordon

* APICS Operations Management Body of Knowledge Framework

NEW QUESTION # 216

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