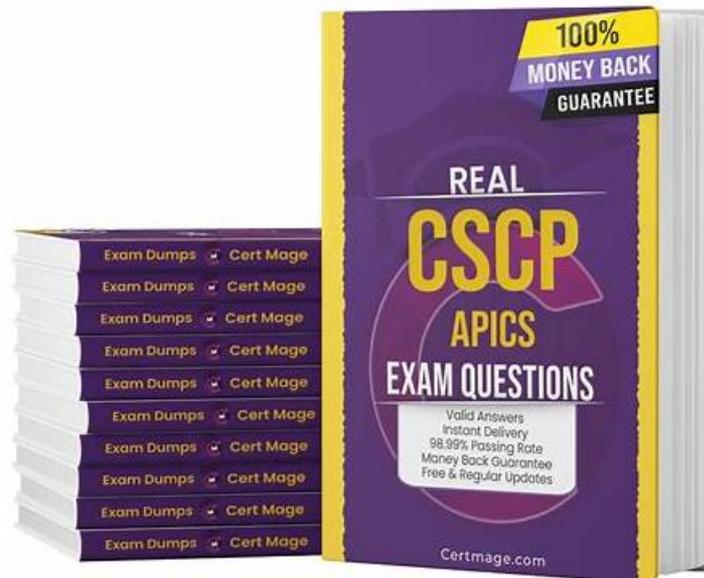


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APICS Certified Supply Chain Professional Sample Questions (Q224-Q229):

NEW QUESTION # 224

The primary reason for a firm to pursue strategic supply chain activities is to:

- A. increase product life cycles.
- B. reduce total cost of ownership (TCO).
- C. decrease inventory.
- **D. gain competitive advantage.**

Answer: D

Explanation:

* Context: Strategic supply chain activities are pursued to achieve long-term business objectives.

* Options Breakdown:

* A. Gain competitive advantage: Strategic activities enhance a firm's market position through improved efficiency, customer service, and innovation.

* B. Reduce total cost of ownership (TCO): While important, this is often a tactical goal rather than the primary strategic driver.

* C. Decrease inventory: Inventory reduction is a tactical benefit but not the main strategic reason.

* D. Increase product life cycles: Extending product life cycles can be a goal, but it is not the primary strategic driver.

* Correct Answer Justification: The primary reason for engaging in strategic supply chain activities is to gain a competitive advantage by enhancing overall performance and customer satisfaction.

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Strategic supply chain management literature

Industry analyses on the benefits of strategic supply chain initiatives

NEW QUESTION # 225

The six sigma approach to quality focuses on increasing customer satisfaction by:

- A. simplifying processes
- B. reducing waste
- **C. reducing variability**
- D. increasing efficiency

Answer: C

Explanation:

The Six Sigma approach to quality focuses on reducing variability in processes to increase customer satisfaction. The primary goal is to achieve near perfection by identifying and eliminating defects and reducing process variation.

* Reducing Variability: Six Sigma employs statistical tools to analyze processes and identify sources of variability.

* DMAIC Process: Define, Measure, Analyze, Improve, Control - a structured approach used in Six Sigma to improve processes.

* Customer Satisfaction: By ensuring consistent and predictable process outcomes, Six Sigma enhances product quality and reliability, leading to higher customer satisfaction.

References:

* "The Six Sigma Handbook" by Thomas Pyzdek and Paul Keller

* ASQ (American Society for Quality) Six Sigma Resources

NEW QUESTION # 226

The purpose of continuous improvement in the supply chain is to:

- A. improve interorganizational communication.
- **B. eliminate the root causes of problems.**
- C. reduce product costs.
- D. develop better written procedures.

Answer: B

NEW QUESTION # 227

A main benefit of using customer relationship management (CRM) is:

- A. finding new markets for existing products and services.
- B. minimization of product returns.
- C. maximization of on-time delivery.
- **D. identification of customers with high lifetime value.**

Answer: D

NEW QUESTION # 228

A firm has experienced multiple complaints from customers concerning the delivery of products with a wide range of reasons for the complaints. On which of the following measures should the firm focus its improvement efforts?

- A. Customer order lead time
- B. Percentage on-time delivery
- **C. Perfect order fulfillment**
- D. Fill rate percentage

Answer: C

Explanation:

When customers complain about a wide range of issues concerning product delivery, focusing on perfect order fulfillment is the best approach for improvement. Here's why:

- * Comprehensive Measure: Perfect order fulfillment encompasses several key performance indicators, including on-time delivery, complete orders, damage-free delivery, and accurate documentation.
- * Root Cause Analysis: By aiming for perfect order fulfillment, the firm can identify and address the root causes of various customer complaints simultaneously.
- * Customer Satisfaction: Improving perfect order fulfillment directly impacts customer satisfaction by ensuring that every aspect of the order meets customer expectations.

References

- * Keebler, J. S., & Plank, R. E. (2009). Logistics performance measurement in the supply chain. International Journal of Logistics Management.
- * Mentzer, J. T., Myers, M. B., & Stank, T. P. (2007). Handbook of Global Supply Chain Management. SAGE Publications.

NEW QUESTION # 229

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