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APICS Certified Supply Chain Professional Sample Questions (Q34-Q39):

NEW QUESTION # 34

Which of the following processes is key to customer relationship management (CRM)?

- A. Market segmentation
- B. Event logging
- C. Market research
- D. Demand planning

Answer: D

NEW QUESTION # 35

A company has an asset turnover ratio of 1.8, inventory of \$3,000, a 20% profit margin, and \$5,000 in total assets. What is the total sales volume for the company?

- A. \$25,000
- B. \$15,000
- C. \$9,000
- D. \$5,400

Answer: C

Explanation:

The asset turnover ratio is calculated as:

Asset Turnover Ratio = $\frac{\text{Total Sales}}{\text{Total Assets}}$ Asset Turnover Ratio = $\frac{\text{Total Sales}}{\text{Total Assets}}$ Given:

* Asset Turnover Ratio = 1.8

* Total Assets = \$5,000

To find the total sales volume:

Total Sales = $\text{Asset Turnover Ratio} \times \text{Total Assets}$ Total Sales = $\text{Asset Turnover Ratio} \times \text{Total Assets}$ Total

Sales = $1.8 \times 5,000 = 9,000$ Total Sales = $1.8 \times 5,000 = 9,000$ Thus, the total sales volume for the company is \$9,000.

References:

* Brigham, E.F., & Houston, J.F. (2018). Fundamentals of Financial Management. Cengage Learning.

* Ross, S.A., Westerfield, R.W., & Jaffe, J. (2013). Corporate Finance. McGraw-Hill Education.

NEW QUESTION # 36

Which of the following metrics would be most appropriate for a group of trading partners that is trying to gain competitive advantage through supply chain reliability?

- A. Order-fill rate performance
- B. Value-added productivity per employee
- C. Cash-to-cash cycle time
- D. Supply chain response time

Answer: A

Explanation:

Order-fill rate performance is a key metric for assessing supply chain reliability. It measures the ability of the supply chain to meet customer orders in full and on time, which directly reflects the reliability and effectiveness of the supply chain processes. A high order-fill rate indicates that the supply chain can consistently fulfill customer orders as expected, which is crucial for gaining a competitive advantage. Metrics like cash-to-cash cycle time, supply chain response time, and value-added productivity per employee are important but do not directly capture the reliability aspect as clearly as the order-fill rate.

:

Harrison, A., & Van Hoek, R. (2011). Logistics Management and Strategy: Competing through the Supply Chain. Pearson.

Mentzer, J. T. (2004). Supply Chain Management. Sage Publications.

NEW QUESTION # 37

Which of the following methods is used to minimize the bullwhip effect?

- A. Reducing the number of stock keeping units (SKUs)
- B. Increasing factory inventory
- C. Outsourcing noncore business activities
- D. Reducing lead time

Answer: D

Explanation:

The bullwhip effect refers to the phenomenon where small fluctuations in demand at the consumer level cause progressively larger fluctuations in demand at the wholesale, distributor, manufacturer, and raw material supplier levels. One effective method to minimize the bullwhip effect is reducing lead time. Shorter lead times allow for more frequent and smaller replenishment orders, which align more closely with actual demand patterns and reduce the impact of demand variability. This helps in smoothing out the supply chain and reducing excess inventory and stockouts. Outsourcing noncore activities, reducing SKUs, and increasing factory inventory do not directly address the issue of demand amplification like reducing lead times does.

References:

* Lee, H. L., Padmanabhan, V., & Whang, S. (1997). The Bullwhip Effect in Supply Chains. MIT Sloan Management Review.

* Simchi-Levi, D., Kaminsky, P., & Simchi-Levi, E. (2008). Designing and Managing the Supply Chain: Concepts, Strategies, and Case Studies. McGraw-Hill.

NEW QUESTION # 38

A high level of which of the following attributes is considered to be undesirable in a supply chain?

- A. Visibility
- B. Velocity
- C. Variability
- D. Variety

Answer: C

NEW QUESTION # 39

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