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APICS CSCP Exam is administered by APICS – The Association for Supply Chain Management, a leading professional association for supply chain and operations management professionals. APICS has been providing education, certification, and networking opportunities to supply chain professionals worldwide for more than 60 years. The APICS CSCP Exam is one of the most sought-after certifications in supply chain management, and is recognized by employers worldwide as a mark of excellence and expertise in the field.

APICS Certified Supply Chain Professional Sample Questions (Q444-Q449):

NEW QUESTION # 444

A firm has captured the following information for a product family:

The cash-to-cash cycle time is how many days?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: A

NEW QUESTION # 445

A company is formally adhering to the principles of the UN Global Compact. After a review of their supply chain, they have found that a key supplier is in violation of the compact. The best action for the company to do first is:

- A. notify the supplier of non-compliance.
- B. replace the supplier as soon as possible with a compliant supplier.
- C. require the supplier to become compliant.
- D. do nothing. The company is not responsible for compliance of suppliers.

Answer: A

Explanation:

* UN Global Compact: Companies adhering to the UN Global Compact commit to aligning their operations and strategies with ten universally accepted principles in the areas of human rights, labor, environment, and anti-corruption.

* Supplier Non-Compliance: When a key supplier violates these principles, it affects the company's commitment to the Compact.

* Best Initial Action:

* Do Nothing: This would violate the company's commitment to the Compact.

* Replace Supplier: This might be necessary later but is premature without attempting to rectify the situation.

* Notify Supplier: Informing the supplier of the non-compliance is essential to give them a chance to correct the issue. This step shows a collaborative approach to compliance.

* Require Compliance: Necessary but should follow the notification to provide a reasonable timeframe for compliance.

* Conclusion: Notifying the supplier is the most appropriate first step, as it provides an opportunity for the supplier to address the issue and demonstrates the company's commitment to ethical practices.

References:

* United Nations Global Compact. (2020). The Ten Principles of the UN Global Compact. UN Global Compact.

* Sroufe, R. (2017). Integrated Management: How Sustainability Creates Value for Any Business. Emerald Publishing.

NEW QUESTION # 446

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

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

Answer: B

Explanation:

Market segmentation is a key process in customer relationship management (CRM) because it involves dividing a broad consumer or business market, normally consisting of existing and potential customers, into sub-groups of consumers based on some type of shared characteristics. This enables organizations to tailor their marketing efforts and CRM strategies to specific segments, improving customer satisfaction and loyalty.

It allows businesses to focus on the needs and preferences of distinct groups, thereby enhancing the effectiveness of marketing campaigns and customer interactions.

References:

- * "Customer Relationship Management: Concepts and Technologies" by Francis Buttle, Stan Maklan
- * "Market Segmentation: How to Do It and How to Profit from It" by Malcolm McDonald, Ian Dunbar

NEW QUESTION # 447

Bill of lading (B/L) documentation includes which of the following?

- A. Contract for shipping and ownership of goods
- B. Description and terms of sale of goods
- C. Country where goods were produced
- D. Means of payment for import/export of goods

Answer: A

Explanation:

A Bill of Lading (B/L) is a crucial document in the shipping and logistics industry. It serves multiple key functions:

* Contract for Shipping: The B/L acts as a contract between the shipper and the carrier, detailing the terms and conditions under which the goods will be transported.

* Ownership of Goods: It also serves as a document of title, indicating ownership of the goods being shipped. This allows for the transfer of ownership during the shipping process if needed.

Options A (Country where goods were produced), C (Description and terms of sale of goods), and D (Means of payment for import/export of goods) are not primary functions of the Bill of Lading.

References:

- * "The Transportation and Logistics Industry: A Complete Guide" by William T. Walker
- * Council of Supply Chain Management Professionals (CSCMP)

NEW QUESTION # 448

Which of the following objectives is a critical measure of distribution logistics operating performance?

- A. Production lead time reduction
- B. Part number rationalization
- C. Transportation cost reduction
- D. Improved carrier selection

Answer: C

Explanation:

A critical measure of distribution logistics operating performance is transportation cost reduction.

Transportation cost is the amount of money spent on moving products or materials from one location to another, such as from suppliers to warehouses, or from warehouses to customers¹. Transportation cost reduction is the process of minimizing the transportation cost by optimizing the transportation modes, routes, frequencies, and capacities². Transportation cost reduction can improve the distribution logistics operating performance by increasing the profitability, efficiency, and customer satisfaction of the distribution network^{3,4}. The other options are not as critical or relevant as the correct answer. Part number rationalization is the process of reducing the number of different parts or components used in a product or a process, by standardizing, consolidating, or eliminating them⁵. It can improve the distribution logistics operating performance by simplifying the inventory management, reducing the inventory cost, and enhancing the quality and reliability of the product or process. However, it is not a direct measure of distribution logistics operating performance, but rather a design or engineering decision that affects the distribution logistics.

Improved carrier selection is the process of choosing the best transportation service provider for a given shipment, based on criteria such as cost, speed, reliability, and availability. It can improve the distribution logistics operating performance by reducing the transportation cost, improving the delivery time, and ensuring the safety and security of the shipment. However, it is not a measure of distribution logistics operating performance, but rather a factor or input that affects the distribution logistics. Production lead time reduction is the process of decreasing the amount of time it takes to produce a product or a service, from the start of the production

process to the end of the production process. It can improve the distribution logistics operating performance by reducing the inventory level, increasing the responsiveness to demand changes, and enhancing the customer satisfaction. However, it is not a measure of distribution logistics operating performance, but rather a measure of production or manufacturing operating performance.

NEW QUESTION # 449

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