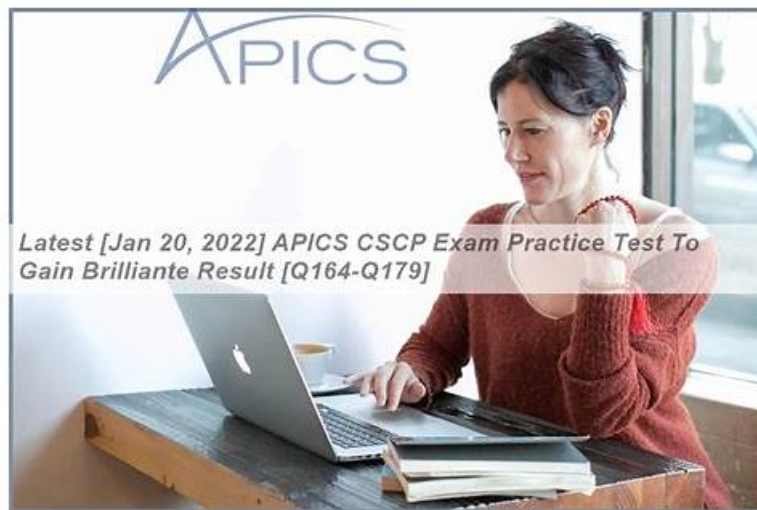


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APICS Certified Supply Chain Professional Sample Questions (Q78-Q83):

NEW QUESTION # 78

Which of the following entities assumes ownership of goods once loaded on an ocean vessel using Incoterms freight on board (FOB)?

- A. The seller
- B. The carrier
- C. The insurer
- D. The buyer

Answer: D

Explanation:

Under Incoterms 2020, freight on board (FOB) means that the seller fulfills their obligation to deliver when the goods have passed over the ship's rail at the named port of shipment. At this point, the buyer assumes ownership and responsibility for the goods, including any risk of loss or damage during transit. The carrier, seller, and insurer do not assume ownership; rather, their roles pertain

to transport, provision of goods, and risk coverage, respectively.

References:

"Incoterms 2020: ICC Rules for the Use of Domestic and International Trade Terms," International Chamber of Commerce (ICC).

"Understanding FOB Shipping Terms," Incoterms Explained.

NEW QUESTION # 79

Cost reduction, improvement of company focus, and freeing assets from noncore activities are among the results achieved through effective implementation of:

- A. supply chain management.
- B. outsourcing.
- C. service supplier management.
- **D. collaboration.**

Answer: D

NEW QUESTION # 80

Which of the following statements best describes the motivation for the creation of the Global Reporting initiative (GRI) sustainability reporting guidelines?

- **A. To combat widely reported sustainability abuses of multi-national companies**

Answer: A

Explanation:

B To combat increased globalization and consumption of natural resources To support governmental regulation on use and export of natural resources To support companies working to make their operations more sustainable

NEW QUESTION # 81

A company desires to use customer relationship management (CRM) to enable supply chain collaboration. Implementation of CRM will enable the organization to most effectively:

- A. provide means of identifying, capturing, and retaining customers by aligning all resources and capabilities.
- B. enable web-based order entry and electronic data interface.
- **C. provide supply chain visibility to customers and enable them to view the status of orders.**
- D. sell their products and services to customers by using economic incentives.

Answer: C

NEW QUESTION # 82

Compared to mass-media marketing, customer relationship management has the advantage of allowing the organization to:

- **A. compete for customers based on service.**
- B. focus on attracting new customers.
- C. reduce inventory to improve cash flow.
- D. reach a larger number of potential customers.

Answer: A

NEW QUESTION # 83

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