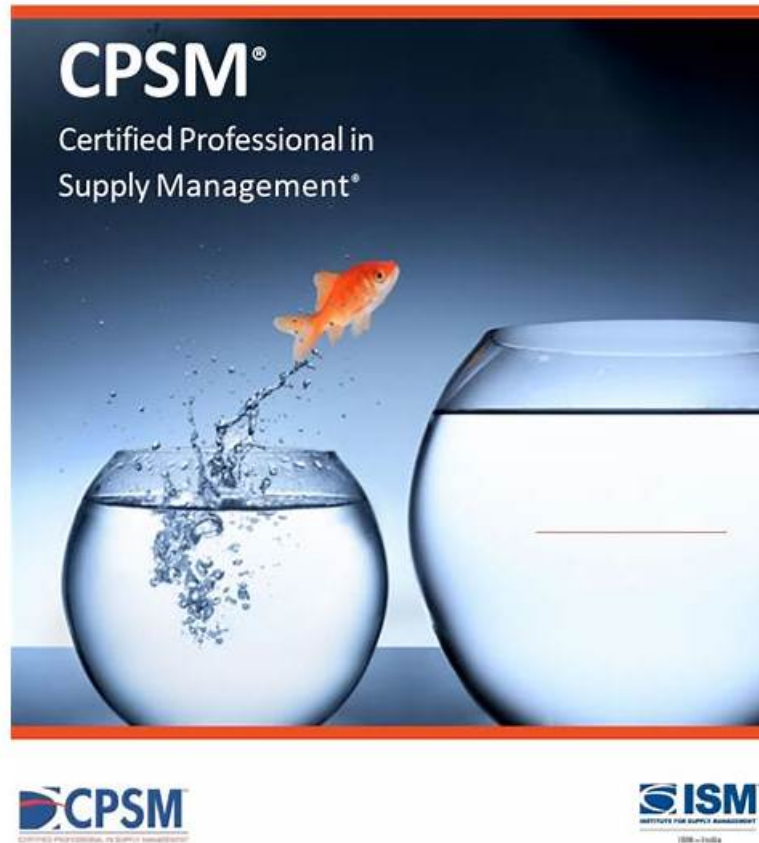


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- Prepare sales for cutthroat offers, citations and proposition with appropriate details, terms and conditions
- Analyze expected wellsprings of items or administrations
- Analyze and educate on achievability with respect to inward client demands

- Evaluate serious contributions to recognize the general best proposal for an item or administration
- Survey partner needs and sort out into sourcing plans
- Identify and carry out advances to help supply the board

ISM Certified Professional in Supply Management (CPSM) Sample Questions (Q92-Q97):

NEW QUESTION # 92

Any material, component or product that is held for use at a later time is known as:

- A. Cash
- B. Record
- C. Inventory
- D. Asset

Answer: C

NEW QUESTION # 93

Which of the following essentially translate an organization's business plan into an operation plan?

- A. Requirement plan
- B. Capital investment plan
- C. Staffing plan
- D. Services resources

Answer: C

NEW QUESTION # 94

An appraisal process developed to measure and improve an organization's critical core capabilities is called:

- A. Capability Maturity Model Integration
- B. Capability Maturity Model
- C. Supply Management Performance
- D. Acquisition Validation Model

Answer: B

NEW QUESTION # 95

The purpose of is to determine whether or not an organization's financial statements are prepared in accordance with generally accepted accounting principles.

- A. Financial audit
- B. Principal audit
- C. Operational audit
- D. Functional audit

Answer: A

NEW QUESTION # 96

To find a mathematical formula that will approximately generate the historical demand patterns in a time series is the goal of:

- A. Box-Jenkins method
- B. Numerical smoothing analysis
- C. Arithmetical model

- D. Statistical analysis method

Answer: A

NEW QUESTION # 97

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