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APICS CSCP (Certified Supply Chain Professional) Certification Exam is a globally recognized certification for professionals in the field of supply chain management. Certified Supply Chain Professional certification is awarded by the Association for Supply Chain Management (ASCM), which is the largest non-profit association for supply chain management professionals. The CSCP certification is designed to provide professionals with the knowledge and skills necessary to manage global supply chains effectively. Certified Supply Chain Professional certification covers topics such as supplier and customer relations, logistics and transportation, demand planning, and inventory management. Certified Supply Chain Professional certification exam consists of three modules, each of which covers a specific area of supply chain management. Candidates who pass the exam are recognized as experts in their field and are expected to be able to apply their knowledge and skills to improve supply chain performance and reduce costs.

## APICS Certified Supply Chain Professional Sample Questions (Q536-Q541):

### NEW QUESTION # 536

A company currently produces custom goods for a limited market. To increase market share, the company will implement a strategy to reduce the number of products it produces and reduce delivery lead time. The company can increase its chances of achieving the strategy by:

- A. involving customers in the product design process.
- B. incorporating results from market surveys.

- C. using electronic communications to receive customer complaints.
- D. using benchmark data for products in the same product groups.

**Answer: A**

Explanation:

Involving customers in the product design process can significantly enhance a company's ability to meet market demands and reduce lead times. By incorporating customer feedback and requirements early in the design phase, companies can develop products that better meet customer needs, reducing the number of iterations and redesigns. This customer-centric approach can also streamline production processes and reduce the complexity and variety of products, leading to shorter delivery lead times and increased market share.

References:

- \* "The Lean Product Playbook" by Dan Olsen
- \* "Customer-Driven Product Development" by John Stark

### NEW QUESTION # 537

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

**Answer: D**

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 = Asset Turnover Ratio  $\times$  Total Assets Total Sales = Asset Turnover Ratio  $\times$  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.

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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 # 538

Which of the following statements regarding intellectual property protection is correct?

- A. The legal systems in most low-cost countries provide adequate trade secret protection.
- B. There is minimal concern about protecting a firm's intellectual property when sourcing abroad.
- C. Products or components with high intellectual property content should be sourced globally.
- **D. The suppliers and countries involved need to have legal constraints in place to protect intellectual property.**

**Answer: D**

Explanation:

Intellectual property (IP) protection is critical when sourcing abroad due to the following considerations:

\* Legal Framework: The presence of robust legal constraints in supplier countries ensures that IP rights are protected and enforced, reducing the risk of infringement.

\* Compliance: Suppliers in countries with strong IP laws are more likely to comply with IP protection requirements, safeguarding proprietary technologies and innovations.

\* Risk Mitigation: Without adequate legal protection, there is a higher risk of IP theft or unauthorized use, which can lead to competitive disadvantages and financial losses.

\* Trust and Reliability: Engaging with suppliers in countries with established IP protection laws fosters trust and reliable business relationships.

References:

- \* Maskus, K. E. (2000). Intellectual Property Rights in the Global Economy. Institute for International Economics.
- \* WIPO. (2019). World Intellectual Property Report. World Intellectual Property Organization.

### NEW QUESTION # 539

Which of the following intrinsic product qualities concern the "form" of the product?

- I. bulk vs. packaged
- II. hazardousness
- III. state (solid, liquid, gas)

- A. II
- **B. I and III**
- C. I
- D. I and II
- E. III

**Answer: B**

### NEW QUESTION # 540

Which of the following statements describes a continuous replenishment strategy in a retail environment?

- A. Retailers prepare individual orders and share sales data with vendors to improve customer service.
- B. Retailers make replenishment decisions.
- **C. Vendors use sales data and prepare shipments to maintain the desired level of inventory.**
- D. Vendors take full control of inventory policy.

**Answer: C**

Explanation:

A continuous replenishment strategy in a retail environment involves vendors taking an active role in managing the inventory levels at the retailer's locations. Here's how it works step-by-step:

- \* Sales Data Sharing: Retailers share real-time sales data with vendors. This data includes information about the rate of sales for different products, which helps vendors understand current demand.
- \* Inventory Monitoring: Vendors monitor this sales data continuously to determine the inventory levels at the retailer's store.
- \* Replenishment Decisions: Based on the monitored data, vendors decide when and how much to ship to maintain the desired inventory levels. The goal is to ensure that the retailer has enough stock to meet customer demand without overstocking, which can lead to excess inventory and higher holding costs.
- \* Shipping: Vendors prepare and ship the necessary inventory to the retailer. This process is ongoing and dynamic, adjusting to the fluctuations in sales data.
- \* Inventory Management: This strategy helps in reducing stockouts and improving the overall efficiency of the supply chain by ensuring that the right amount of inventory is available at the right time.

By relying on the vendor to use sales data to manage inventory levels, retailers can focus on sales and customer service, while vendors can optimize the supply chain from their end.

References

- \* Chopra, S., & Meindl, P. (2016). Supply Chain Management: Strategy, Planning, and Operation.
- \* Simchi-Levi, D., Kaminsky, P., & Simchi-Levi, E. (2008). Designing and Managing the Supply Chain: Concepts, Strategies, and Case Studies.

### NEW QUESTION # 541

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