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APICS Certified in Planning and Inventory Management (CPIM 8.0) Sample Questions (Q227-Q232):

NEW QUESTION # 227

Price negotiation is most appropriate when purchasing which of the following product categories?

- A. Standard products
- **B. Commodities**
- C. Made-to-order (MTO) items
- D. Items of small value

Answer: B

Explanation:

Price negotiation is most appropriate when purchasing commodities. Commodities are products or materials that are standardized, widely available, and have low differentiation. Examples of commodities include metals, grains, oil, gas, etc. Price negotiation is a

process of bargaining with the supplier to obtain the best possible price for the purchase. Price negotiation is suitable for commodities because they have high price volatility, meaning that their prices fluctuate frequently and unpredictably due to changes in supply and demand, market conditions, and other factors. Price negotiation can help the buyer to take advantage of the price fluctuations and secure a lower price or a better contract term with the supplier. Price negotiation can also help the buyer to reduce the total cost of ownership, which includes not only the purchase price but also the costs of transportation, storage, quality, and risk¹². References: 1 How to negotiate price: negotiation tips for salespeople 3 2 CPIM Exam References - Association for Supply Chain Management 1

NEW QUESTION # 228

Which of the following tools shows process changes and random variation over time?

- A. Control chart
- B. Check sheet
- C. Pareto analysis
- D. Histogram

Answer: A

Explanation:

A control chart is a tool that shows process changes and random variation over time. It is a type of statistical process control (SPC) that monitors the performance of a process and detects whether it is in or out of control.

A control chart consists of a center line, an upper control limit, and a lower control limit. The center line represents the average or target value of the process. The control limits represent the acceptable range of variation within the process. If the data points fall within the control limits, the process is considered stable and in control. If the data points fall outside the control limits, or show a non-random pattern, the process is considered unstable and out of control, indicating the presence of special causes of variation that need to be investigated and eliminated. References:

* Managing Supply Chain Operations, Chapter 9: Quality Management, Section 9.2: Statistical Process Control

* CPIM Exam Content Manual, Module 8: Quality, Technology and Continuous Improvement, Section 8.1: Quality Management, Subsection 8.1.2: Statistical Process Control

NEW QUESTION # 229

To ensure the quality of its newly developed software, an organization is aiming to deploy an automated testing tool that validates the source code. What type of testing BEST supports this capability?

- A. Network vulnerability scanning
- B. Static Application Security Testing (SAST)
- C. Dynamic Application Security Testing (DAST)
- D. Fuzz parsing

Answer: B

NEW QUESTION # 230

What BEST describes the end goal of a Disaster Recovery (DR) program?

- A. Prevent business interruption.
- B. Restore normal business operations.
- C. Continue business operations during a contingency.
- D. Review the status of mission-critical applications.

Answer: B

NEW QUESTION # 231

A web developer was recently asked to create an organization portal that allows users to retrieve contacts from a popular social media platform using Hypertext Transfer Protocol Secure (HTTPS). Which of the following is BEST suited for authorizing the resource owner to the social media platform?

- A. Security Assertion Markup Language (SAML)
- **B. Open Authorization (OAuth) 2.0**
- C. Secure Lightweight Directory Access Protocol (LDAP)
- D. OpenID Connect (OIDC)

Answer: B

NEW QUESTION # 232

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