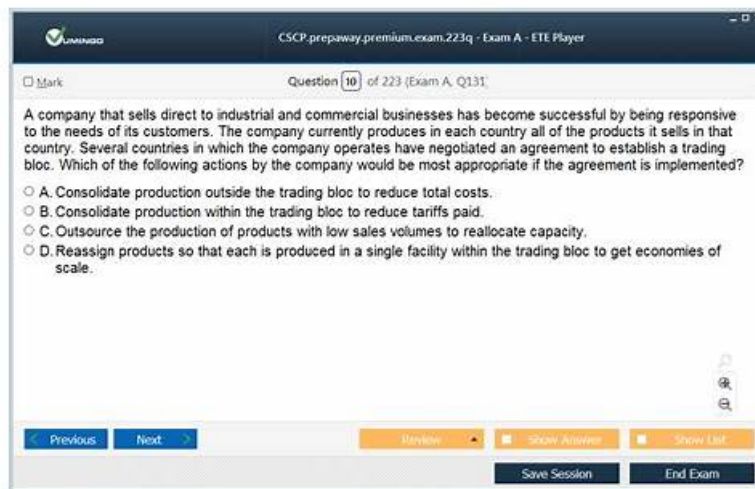


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## APICS Certified Supply Chain Professional Sample Questions (Q245-Q250):

### NEW QUESTION # 245

Which of the following strategies is used primarily for demand planning?

- A. Push-pull replenishment
- **B. Collaborative planning, forecasting, and replenishment**
- C. Build-to-order scheduling
- D. Vendor-managed inventory

**Answer: B**

Explanation:

Collaborative Planning, Forecasting, and Replenishment (CPFR) is a strategy used primarily for demand planning by improving coordination and collaboration between supply chain partners. Here's how it works:

- \* Collaboration: CPFR involves sharing information and plans between retailers, distributors, and manufacturers to create a unified forecast and replenishment plan.
  - \* Joint Forecasting: Partners collaboratively develop demand forecasts based on shared data, reducing discrepancies and improving accuracy.
  - \* Replenishment Planning: Using the agreed-upon forecasts, the partners jointly plan inventory replenishment to ensure optimal stock levels and reduce stockouts or excess inventory.
  - \* Benefits: CPFR leads to improved demand visibility, better inventory management, and enhanced supply chain efficiency.
- This approach fosters a cooperative relationship among supply chain partners, aligning their efforts towards meeting customer demand more effectively.

References:

- \* Barratt, M., & Oliveira, A. (2001). "Exploring the Experiences of Collaborative Planning Initiatives." International Journal of Physical Distribution & Logistics Management.
- \* Seifert, D. (2003). Collaborative Planning, Forecasting, and Replenishment: How to Create a Supply Chain Advantage. AMACOM.

#### **NEW QUESTION # 246**

An operations manager wants to measure variability in the delivery time of insurance policies to clients. Which of the following quality tools most appropriately would show the level of variability?

- A. Check sheet
- **B. Histogram**
- C. Scatterplot
- D. Pareto chart

**Answer: B**

Explanation:

Section: Implementation and Operations

#### **NEW QUESTION # 247**

What term is used to describe the basic product or service, the supply chain that delivers it, plus other features and factors that go along with the product or service?

- A. mature product
- B. chain product
- C. global product
- D. functional product
- **E. extended product**

**Answer: E**

#### **NEW QUESTION # 248**

Which one of the following goals is a focus of supply chain information technology (IT)?

- **A. Collaborate with supply chain partners.**
- B. Collect information from product development.
- C. Assess data from multiple points of contact.
- D. Focus primarily on delivery data.

**Answer: A**

**NEW QUESTION # 249**

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

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

**Answer: C**

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 # 250**

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