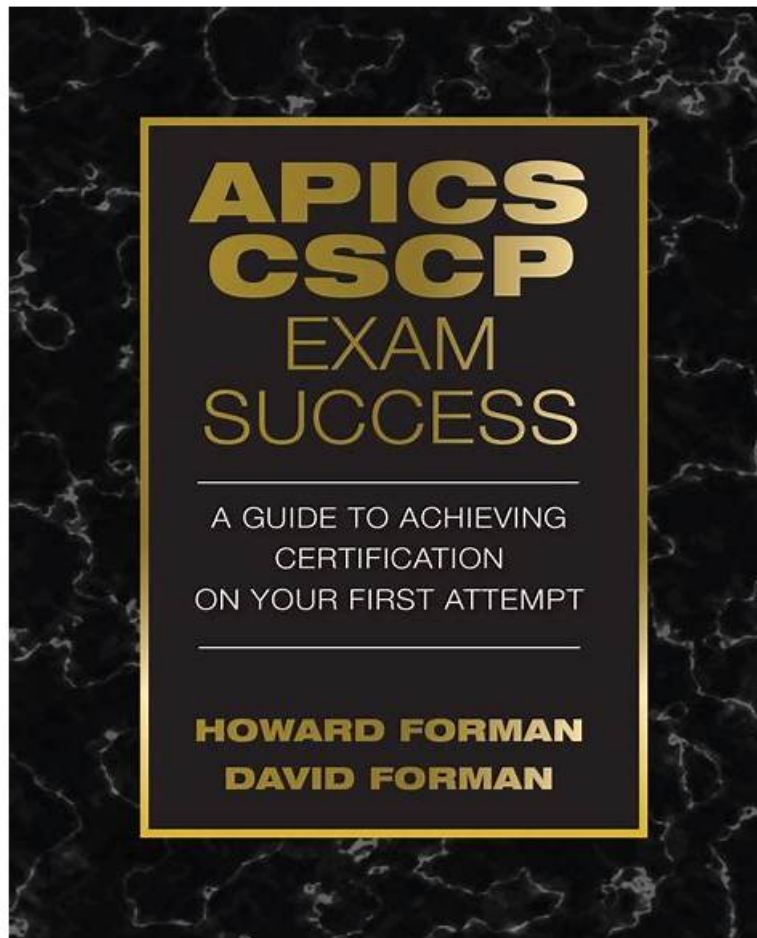


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APICS Certified Supply Chain Professional Sample Questions (Q357-Q362):

NEW QUESTION # 357

Which of the following activities occurs as part of the sales and operations planning process?

- **A. Plans are converted to financial projections and capacity requirements.**
- B. Strategic plans are adjusted based on changing operating situations.
- C. Time fences are matched to master production schedule horizons.
- D. The next quarter's forecasts are presented by sales staff to finance and operations personnel at the final meeting.

Answer: A

Explanation:

Section: Implementation and Operations

NEW QUESTION # 358

What does cross-selling involve?

- A. transferring the customer to more expensive and more profitable items
- **B. encouraging a customer to purchase additional, often complimentary, products and services**
- C. increasing the volume of the customer's purchases
- D. increasing the value of the customer's purchases

Answer: B

NEW QUESTION # 359

What are the steps in the supplier relationship process?

- A. Measure, procure, fulfill, model
- B. Source, document, manage
- **C. Source, procure, fulfill, manage**
- D. Measure, fulfill, document, model

Answer: C

Explanation:

Section: Supply Chain Strategy, Design, and Compliance

NEW QUESTION # 360

Which of the following scenarios represents a correct application of the Supply-Chain Operations Reference- model (SCOR)?

- A. Sales and marketing refers to SCOR to improve demand generation.
- B. Distribution and logistics selects suppliers from the SCOR reference list.
- **C. Production and engineering uses SCOR best practices to design a new "make" process flow.**
- D. Marketing and development incorporates SCOR Level I metrics for new product design.

Answer: C

Explanation:

Section: Fundamentals of Supply Chain Management

