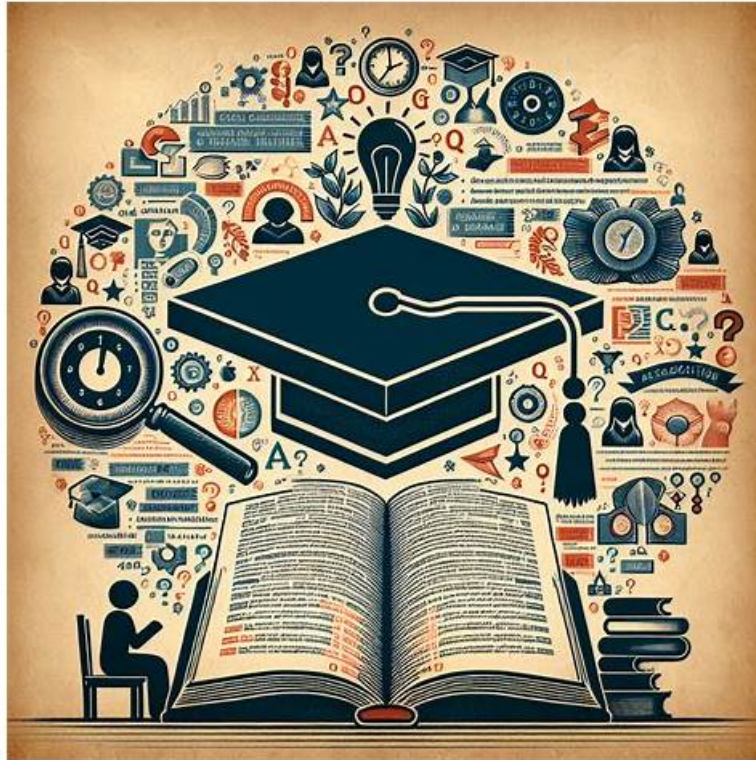


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APICS Certified Supply Chain Professional Sample Questions (Q474-Q479):

NEW QUESTION # 474

A firm supplies a single line of products to consumers using retail stores and on-line sales, distributors, and wholesalers. Currently the firm has common pricing and response times for sales in each sales channel. Which of the following tools is most appropriate to employ to improve profitability?

- **A. Customer segmentation**
- B. Customer-facing ordering systems
- C. Supply Chain Operations Reference (SCOR)
- D. Customer relationship management (CRM)

Answer: A

Explanation:

* Context: The firm uses common pricing and response times across different sales channels and seeks to improve profitability.

* Options Breakdown:

* A. Customer segmentation: Allows the firm to tailor pricing and service levels to different customer groups based on their specific needs and value, enhancing profitability.

* B. Customer-facing ordering systems: Improve the ordering process but do not directly impact pricing or profitability.

* C. Customer relationship management (CRM): Helps manage customer interactions but does not directly address segmentation for pricing.

* D. Supply Chain Operations Reference (SCOR): Provides a framework for improving supply chain processes but is not directly focused on customer segmentation.

* Correct Answer Justification: By employing customer segmentation, the firm can differentiate pricing and service levels to better match customer value and demand patterns, thereby improving profitability.

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Marketing and supply chain management literature

Best practices in customer segmentation for profitability enhancement

NEW QUESTION # 475

Activity costing (ABC) is an example of:

- **A. Cost allocation technique.**
- B. Generally accepted accounting principles.
- C. Inventory classification system.
- D. Asset cost estimate technique.

Answer: A

NEW QUESTION # 476

Using an independent service provider for logistics would be most appropriate in which of the following situations?

- A. A cable television company that wants to add services
- B. A business that owns plants and warehouses globally
- C. A financial services company that wants to expand its services
- **D. A shoe company that wants to penetrate a foreign market**

Answer: D

NEW QUESTION # 477

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. Pareto chart
- **B. Histogram**
- C. Check sheet

- D. Scatterplot

Answer: B

NEW QUESTION # 478

A company considers moving a portion of its production to a distant country to support a major customer.

Which of the following actions is most effective in mitigating the risk of financial loss in the event of a global economic downturn?

- A. Adding features for all products
- B. Reducing prices of all products
- C. Expanding the customer base globally
- D. Reducing the global work force

Answer: C

Explanation:

* Risk Mitigation in Global Economic Downturn: Diversification is a key strategy to mitigate financial risk during economic downturns.

* Actions Considered:

* Expanding the Customer Base Globally: Diversifies revenue streams, reducing dependency on any single market, thus spreading risk.

* Reducing the Global Workforce: May reduce costs but doesn't address revenue risks and could harm operational capacity.

* Reducing Prices of All Products: Could lead to decreased margins and isn't sustainable long-term.

* Adding Features for All Products: Increases costs and may not align with market demand during a downturn.

* Conclusion: Expanding the customer base globally is the most effective action to mitigate financial loss by spreading revenue sources and reducing dependency on a single market.

References

* "Global Supply Chain Management: Leveraging Processes, Measurements, and Tools for Strategic Corporate Advantage" by G. Tomas M. Hult, David J. Ketchen Jr., and Elnora W. Stuart.

* APICS Dictionary, 16th Edition.

NEW QUESTION # 479

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