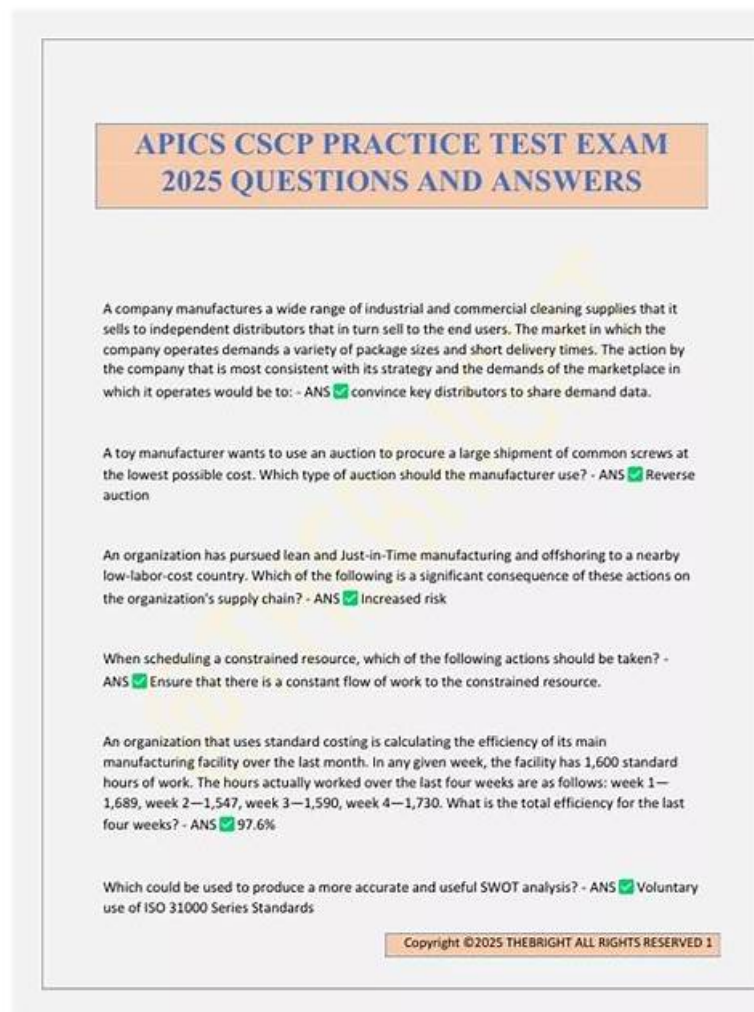


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APICS Certified Supply Chain Professional Sample Questions (Q313-Q318):

NEW QUESTION # 313

A company's product cannot be sold beyond 12 months from the date of manufacture. The product contains hazardous material and must be returned to the factory to be neutralized. This situation is an example of product:

- A. recovery.
- B. remanufacturing.
- C. refurbishing.
- D. reuse.

Answer: A

Explanation:

Section: Supply Chain Strategy, Design, and Compliance

NEW QUESTION # 314

A firm usually buys one month of requirements at a time but has decided to buy two months of requirements for a certain product to take advantage of an order quantity discount...kely made this decision because:

- A. ..The firm has determined that the price savings are greater than the extra holding cost.
- B. ..transportation costs will decrease since the firm is buying less often.
- C. The firm wants to improve its inventory turns.
- D. ..The firm would like to spend less time on placing orders.

Answer: A

Explanation:

According to the APICS CSCP - Supply Chain Management Certification, order quantity discounts are price reductions offered by suppliers for buying larger quantities of a product or service. Order quantity discounts can lower the purchasing cost per unit, but they also increase the holding cost per unit, as more inventory is stored for longer periods of time. A firm should compare the price savings and the extra holding cost to determine whether an order quantity discount is beneficial or not.

NEW QUESTION # 315

Value stream mapping provides the most benefit when:

- A. analyzing customer requirements.
- B. planning kaizen events.
- C. identifying nonvalue-added activities.
- D. implementing an information technology strategy.

Answer: C

NEW QUESTION # 316

Variability in product design can best be reduced by:

- A. broadening design specifications.
- B. applying Six Sigma principles.

- C. initiating 100% product inspection.
- D. outsourcing the design process.

Answer: B

NEW QUESTION # 317

It is most appropriate to measure spending per customer as a proportion of profitability during which of the following phases of a supplier/customer relationship?

- A. Strategic customer care
- B. Customer dependency
- C. Customer acquisition
- D. Customer retention

Answer: C

Explanation:

* Customer Acquisition: This is the process of gaining new customers or clients for a business. It involves marketing and sales strategies aimed at bringing new customers into the company's fold.

* Spending per Customer: During the customer acquisition phase, companies typically invest heavily in marketing, promotions, and discounts to attract new customers.

* Profitability Consideration: Measuring spending per customer in this phase helps companies understand the cost-effectiveness of their acquisition strategies and determine the return on investment.

* Rationale: High spending is expected in customer acquisition because it is a critical phase for building a customer base. This metric helps in evaluating and optimizing acquisition strategies to ensure long-term profitability.

References:

* Kotler, P., & Keller, K. L. (2016). Marketing Management. Pearson.

* Kumar, V., & Shah, D. (2004). Building and Sustaining Profitable Customer Loyalty for the 21st Century. Journal of Retailing, 80(4), 317-329.

NEW QUESTION # 318

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