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**APICS CSCP PRACTICE TEST EXAM
2025 QUESTIONS AND ANSWERS**

A company manufactures a wide range of industrial and commercial cleaning supplies that it sells to independent distributors that in turn sell to the end users. The market in which the company operates demands a variety of package sizes and short delivery times. The action by the company that is most consistent with its strategy and the demands of the marketplace in which it operates would be to: - ANS convince key distributors to share demand data.

A toy manufacturer wants to use an auction to procure a large shipment of common screws at the lowest possible cost. Which type of auction should the manufacturer use? - ANS Reverse auction

An organization has pursued lean and Just-in-Time manufacturing and offshoring to a nearby low-labor-cost country. Which of the following is a significant consequence of these actions on the organization's supply chain? - ANS Increased risk

When scheduling a constrained resource, which of the following actions should be taken? - ANS Ensure that there is a constant flow of work to the constrained resource.

An organization that uses standard costing is calculating the efficiency of its main manufacturing facility over the last month. In any given week, the facility has 1,600 standard hours of work. The hours actually worked over the last four weeks are as follows: week 1—1,689, week 2—1,547, week 3—1,590, week 4—1,730. What is the total efficiency for the last four weeks? - ANS 97.6%

Which could be used to produce a more accurate and useful SWOT analysis? - ANS Voluntary use of ISO 31000 Series Standards

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In addition to the knowledge gained from taking the exam, the CSCP certification also provides numerous benefits for professionals in the supply chain industry. It provides a recognized standard of proficiency that is respected by employers, colleagues, and customers alike. It also gives individuals access to a global community of supply chain professionals, as well as numerous educational and professional development opportunities. Furthermore, achieving CSCP Certification has been shown to result in a significant increase in earning potential for individuals in the supply chain industry.

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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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