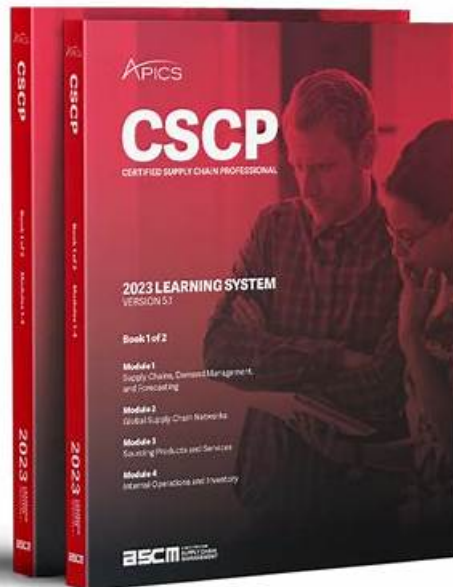


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APICS Certified Supply Chain Professional Sample Questions (Q212-Q217):

NEW QUESTION # 212

Which of the following types of raw materials would be most appropriate to source via an Internet-based trading exchange?

- A. Inexpensive material for which there are many sources
- B. Expensive material that is critical to the finished good
- C. Inexpensive material that is critical to the finished good

- D. Expensive material for which there are several substitutes

Answer: A

Explanation:

Section: Implementation and Operations

NEW QUESTION # 213

A firm has increased finished-goods inventories for several products to compensate for increased variability in demand. The firm analyzed shipment data and determined that the variability was due to a few customers placing large orders for single shipments to obtain discounts. Which of the following actions is the firm most likely to take to maintain sales and reduce variability in demand?

- A. Reducing discounts for large orders
- B. Increasing the level of safety stock on high-volume products
- C. Encouraging high-volume customers to place blanket orders
- D. Implementing extrinsic forecasting methods

Answer: C

Explanation:

To maintain sales and reduce variability in demand caused by large, infrequent orders, the firm should encourage high-volume customers to place blanket orders. Blanket orders are long-term agreements where customers commit to purchasing a certain amount over a specified period, with regular deliveries as needed.

This approach smooths out demand variability, allows for better production planning, and reduces the need for holding high levels of finished-goods inventory. Reducing discounts for large orders might deter customers, extrinsic forecasting methods do not address the root cause, and increasing safety stock only temporarily mitigates the symptoms without solving the underlying issue.

:

Silver, E. A., Pyke, D. F., & Thomas, D. J. (2016). *Inventory and Production Management in Supply Chains*. CRC Press.

Chopra, S., & Meindl, P. (2016). *Supply Chain Management: Strategy, Planning, and Operation*. Pearson.

NEW QUESTION # 214

Production of a company's highest profit items is dependent upon the purchase of high-quality circuit boards. Which level of collaboration should the company develop with their supplier?

- A. Pull replenishment
- B. Vendor-managed inventory (VMI)
- C. Strategic partnership
- D. Revenue sharing

Answer: B

NEW QUESTION # 215

A company recently faced an increase in backorders. The company's marketing department recently ran a sales promotion. The purchasing and planning departments were not aware of the promotional activity. Which of the following processes will help to solve this type of problem in the future?

- A. Advanced planning and scheduling (APS)
- B. Sales and operations planning (S&OP)
- C. Supplier relationship management (SRM)
- D. Customer relationship management (CRM)

Answer: B

Explanation:

Sales and Operations Planning (S&OP) is a process that aligns the sales, marketing, operations, and finance departments to create a unified plan for meeting customer demand. The key objectives of S&OP are to balance supply and demand, align the company's strategic plans with its operational capabilities, and improve communication across departments. In the given scenario, the marketing

department's sales promotion led to an increase in backorders because the purchasing and planning departments were not informed. Implementing an S&OP process would ensure that all departments collaborate and share information regularly, helping to prevent such issues in the future by synchronizing promotional activities with production and inventory planning.

:

Wallace, T. F., & Stahl, R. A. (2008). *Sales & Operations Planning: The How-To Handbook*. T. F. Wallace & Co.
Grimson, J. A., & Pyke, D. F. (2007). *Sales and Operations Planning: An Exploratory Study and Framework*.
The International Journal of Logistics Management.

NEW QUESTION # 216

A manufacturer and the distributors of its products have decided to focus on price and product availability as strategic priorities. Which of the following values would be the most appropriate measure of customer service?

- A. Supply chain inventory days of supply
- **B. Distributors' order-fill rates**
- C. Manufacturer's volume flexibility
- D. Order-fulfillment lead times

Answer: B

Explanation:

Order-fill rate is a key measure of customer service for companies focusing on price and product availability.

It indicates the percentage of customer orders that are fulfilled completely and on time. A high order-fill rate reflects the ability to meet customer demand efficiently, which is crucial when emphasizing product availability. This metric directly impacts customer satisfaction and loyalty, as customers expect reliable and prompt delivery of products.

References:

"The Supply Chain Management Casebook: Comprehensive Coverage and Best Practices in SCM" by Chuck Munson
"Supply Chain Management: Strategy, Planning, and Operation" by Sunil Chopra and Peter Meindl

NEW QUESTION # 217

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