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APICS CPIM-8.0 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Demand: This section evaluates the abilities of Demand Analysts in managing demand through forecasting techniques. It explores sources of demand data for accurate forecasting and evaluating forecast performance to improve future predictions. One important skill evaluated is "forecasting demand accurately."
Topic 2	<ul style="list-style-type: none">• Inventory: The inventory module evaluates the skills of Inventory Controllers, covering inventory planning principles such as determining optimal stock levels based on costs versus benefits analysis metrics like ABC classification systems used globally today along with itemized inventory control mechanisms ensuring efficient stock turnover rates while minimizing holding costs. Distribution: This section measures the abilities of Logistics Coordinators, focusing on distribution network design principles that optimize replenishment orders efficiently while considering reverse logistics practices aimed at reducing waste through proper disposal methods according to environmental regulations.

Topic 3	<ul style="list-style-type: none"> • Detailed Schedules: This section assesses the skills of Production Planners by focusing on detailed scheduling processes for production or service delivery environments. It includes methods like PAC (Programmable Automation Controller) scheduling techniques to manage detailed production timelines efficiently across different materials required for manufacturing or service delivery processes.
Topic 4	<ul style="list-style-type: none"> • Supply Chains and Strategy: This section of the exam measures the skills of Supply Chain Managers and covers various aspects related to supply chains, including their interaction with the environment and strategic objectives. It delves into developing organizational strategies, functional strategies, performance monitoring using KPIs, risk management, capital equipment management, and sustainability strategies. A key skill assessed here is "analyzing market trends."
Topic 5	<ul style="list-style-type: none"> • Sales and Operations Planning: This module assesses the skills of Operations Planners in terms of sales and operations planning processes. It includes understanding the purpose of S&OP, creating aggregate demand plans, and reconciling these plans to ensure alignment between sales forecasts and operational capabilities. A crucial skill measured is "reconciling supply-demand gaps."

APICS Certified in Planning and Inventory Management (CPIM 8.0) Sample Questions (Q473-Q478):

NEW QUESTION # 473

Which of the following conditions is most likely to result in planned production that is greater than the total demand over the sales and operations planning (S&OP) horizon for a product family that is made to stock?

- A. An increase in the customer service level is planned for the product family.
- B. Planned ending inventory for the product family is less than the beginning inventory.
- C. New models are being added to the product family.
- D. There is a long-term upward trend in demand for the product family.

Answer: A

Explanation:

Customer service level is the percentage of customer orders that are fulfilled on time and in full. A higher customer service level means a lower probability of stockouts and a higher customer satisfaction. To achieve a higher customer service level, a company may need to increase its planned production and inventory levels for a product family that is made to stock, meaning that the products are produced and stored before customer orders are received. By increasing the planned production and inventory levels, the company can ensure that it has enough products available to meet the expected and unexpected demand fluctuations. Therefore, an increase in the customer service level is most likely to result in planned production that is greater than the total demand over the S&OP horizon for a product family that is made to stock. Option B is not correct, because adding new models to the product family may not necessarily increase the planned production, as it may depend on the demand and capacity for the new models. Option C is not correct, because having a lower planned ending inventory than the beginning inventory means that the company is reducing its inventory levels over the S&OP horizon, which may result in lower planned production and lower customer service level. Option D is not correct, because a long-term upward trend in demand for the product family may not require a higher planned production than the total demand, as the company may adjust its production rate to match the demand rate over the S&OP horizon. Reference: 1 Customer Service Level: Definition, Standards, Measuring | SupportYourApp 2

NEW QUESTION # 474

Forecast error typically triggers forecast revision when it is:

- A. used in computing the tracking signal.
- B. continually increasing.
- C. caused by random variation.
- D. associated with the Introduction stage of the product life cycle.

Answer: B

Explanation:

Forecast error is the difference between the actual demand and the forecasted demand for a given period.

Forecast error can be caused by various factors, such as changes in customer preferences, market conditions, competitor actions, or

random variation. Forecast error can be measured using different methods, such as mean absolute deviation (MAD), mean absolute percentage error (MAPE), or tracking signal. Forecast error typically triggers forecast revision when it is continually increasing, which indicates that the forecast model is not capturing the underlying demand pattern or trend. A continually increasing forecast error can lead to poor customer service, excess or obsolete inventory, or lost sales opportunities. Therefore, it is important to monitor the forecast error and revise the forecast when necessary to improve the forecast accuracy and reliability.

Forecast error does not trigger forecast revision when it is used in computing the tracking signal, associated with the introduction stage of the product life cycle, or caused by random variation. These are not valid reasons for revising the forecast, as they do not indicate a systematic or persistent deviation from the actual demand. References:

CPIM Part 1 Study Guide, Chapter 4: Demand Management, Section 4.2: Forecasting Techniques and Performance Measurement

CPIM Part 2 Study Guide, Chapter 3: Demand Management, Section 3.1: Demand Planning A Critical Look at Measuring and Calculating Forecast Bias, Section: What Is Forecast Bias?

How Can Forecast Error be Calculated?, Section: Introduction

NEW QUESTION # 475

Which of the following methods would be appropriate for forecasting the demand for a product family when there is a significant trend and seasonality in the demand history?

- A. Time series decomposition
- B. Weighted moving average
- C. Computer simulation
- D. Econometric models

Answer: A

Explanation:

Time series decomposition is a method that breaks down a time series of historical demand data into its components: trend, seasonality, cyclical, and random. It is appropriate for forecasting the demand for a product family when there is a significant trend and seasonality in the demand history, as it can isolate and estimate these components and project them into the future. Time series decomposition can also handle cyclical and random variations in demand, and it can be applied to different time intervals (such as monthly, quarterly, or yearly). The other methods are not suitable for this scenario. Econometric models are complex mathematical models that use regression analysis to relate demand to various explanatory variables, such as price, income, or advertising. They are not designed to capture trend and seasonality in demand. Computer simulation is a technique that uses a computer program to mimic the behavior of a real system under different scenarios and assumptions. It is not a forecasting method per se, but rather a tool for testing and evaluating different forecasting methods or policies. Weighted moving average is a simple method that uses the average of the most recent observations as the forecast for the next period, with more weight given to the recent observations than the older ones. It is not able to capture trend and seasonality in demand, as it assumes that demand is stable and does not change over time. Reference: Time Series Decomposition | APICS Dictionary Term of the Day, APICS CPIM 8 Planning and Inventory Management | ASCM

NEW QUESTION # 476

The primary benefit that results from the cross-training of employees is:

- A. effective problem-solving.
- B. improved flexibility.
- C. improved capacity.
- D. shortened lead time.

Answer: B

Explanation:

Cross-training employees is the process of training employees for skills and job roles they weren't initially hired for. This allows them to switch between different tasks and roles when needed, which increases the flexibility and adaptability of the workforce. Cross-training also enhances the problem-solving, communication, and collaboration skills of the employees, but the primary benefit is improved flexibility. References: 1: 9 Major Benefits of Cross-Training Employees Effectively 2: Employee cross-training: 8 benefits you can't afford to miss

NEW QUESTION # 477

- A. enhances understanding of competitive and cooperative forces.
- B. protects global markets.
- C. encourages rivals to collaborate.
- D. defines the market relationships and partnerships.

Explanation:

NEW QUESTION # 478

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