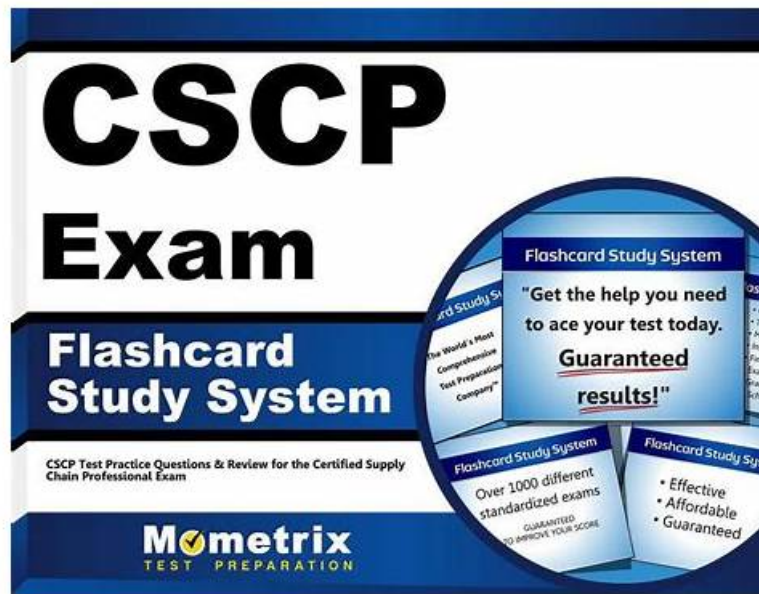


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## CSCP - Certified Supply Chain Professional

The **CSCP exam** is the APICS certification dedicated to Supply Chain Professional (CSCP): APICS Certified Supply Chain Professional (CSCP) program is recognized worldwide as the standard in Supply Chain Professional Certification. The certification helps you demonstrate your knowledge and organizational skills for developing more streamlined operations. It represents the premier certification for internal supply chain and streamlined operations.

This certification exam is targeted for professional expert of supply chain and it will allow the organization to reduce costs increasing customer satisfaction. The candidates should also have an understanding on how a supply chain works following the best practices to maximize the ERP investments.

APICS CSCP (Certified Supply Chain Professional) Certification Exam is a globally recognized certification for professionals in the field of supply chain management. Certified Supply Chain Professional certification is awarded by the Association for Supply Chain Management (ASCM), which is the largest non-profit association for supply chain management professionals. The CSCP Certification is designed to provide professionals with the knowledge and skills necessary to manage global supply chains effectively. Certified Supply Chain Professional certification covers topics such as supplier and customer relations, logistics and transportation, demand planning, and inventory management. Certified Supply Chain Professional certification exam consists of three modules, each of which covers a specific area of supply chain management. Candidates who pass the exam are recognized as experts in their field and are expected to be able to apply their knowledge and skills to improve supply chain performance and reduce costs.

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## APICS Certified Supply Chain Professional Sample Questions (Q377-Q382):

### NEW QUESTION # 377

Which of the following marketing strategies emphasizes offering services at a lower price than rival services with comparable features?

- A. Cost leadership
- B. Service differentiation
- C. Customer focus
- D. Market responsiveness

**Answer: A**

Explanation:

Section: Fundamentals of Supply Chain Management

### NEW QUESTION # 378

A company that is effectively managing its cash will have which of the following conditions?

- A. Low accounts receivable, low inventory, high accounts payable
- B. Low accounts receivable, high inventory, low accounts payable
- C. High accounts receivable, high inventory, low accounts payable
- D. High accounts receivable, low inventory, high accounts payable

**Answer: D**

### NEW QUESTION # 379

The degree of collaboration with supply chain partners depends on their:

- A. variety of business products and potential to optimize supply chain costs
- B. strategic importance, criticality to products and risk potential
- C. size of the supply chain partner and strength of their position in the industry
- D. location, historical performance, and technological capabilities

**Answer: B**

### NEW QUESTION # 380

A clothing company focuses its attention on high-fashion products and rapid product development. Which of the following types of value is the company trying to create?

- A. Customer
- B. Environmental
- C. Financial
- D. Social

**Answer: A**

Explanation:

A clothing company focusing on high-fashion products and rapid product development is aiming to create customer value. This type of value focuses on meeting or exceeding customer expectations and preferences through:

\* High-Fashion Products: Offering unique, stylish, and trendsetting apparel that appeals to fashion-conscious consumers.

\* Rapid Product Development: Quickly bringing new designs to market to stay ahead of fashion trends and maintain customer interest.

\* Customer Satisfaction: Enhancing the overall shopping experience and customer loyalty by providing products that align with customer desires.

:

"Marketing Management" by Philip Kotler and Kevin Lane Keller

"Fashion Marketing & Merchandising" by Mary G. Wolfe

### NEW QUESTION # 381

Which of the following characteristics apply to companies considered best-in-class for demand management?

- A. Pursuit of the lowest possible lead times
- B. Utilization of metrics that focus on supply
- C. Pursuit of improved forecasts and forecasting techniques
- D. Focus on improving supply because forecasts may be inaccurate

Answer: C

### NEW QUESTION # 382

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