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Exam : NCS-Core

**Title : Nutanix Certified Services
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ISM CORE Exam Syllabus Topics:

Section	Objectives
Topic 1: Operations and Demand Planning	- Production and operations alignment - Demand forecasting fundamentals
Topic 2: Supply Management Fundamentals	- Value creation and supply chain role - Introduction to supply management concepts
Topic 3: Procurement and Sourcing	- Contracting and purchasing basics - Supplier selection and evaluation

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ISM Supply Management Core Exam Sample Questions (Q123-Q128):

NEW QUESTION # 123

On an income statement, net sales minus cost of goods sold equals:

- A. net income.
- B. pretax profit.
- C. gross profit.
- D. operating income.

Answer: C

NEW QUESTION # 124

What is the landed cost per unit for the following item?

Item cost\$.76

Packaging for shipment\$.02

Shipping from Indonesia\$.14

Duty\$.03

Customs clearance\$.10

Storage at buyer's warehouse\$.09

Shipment from warehouse to plant\$.06

- A. \$1.14
- B. \$1.03
- C. \$1.05
- D. \$1.20

Answer: D

NEW QUESTION # 125

A local restaurant owner decides to poll individuals randomly regarding how much they would be willing to spend on a romantic dinner for two. The owner takes a preliminary sample of 32 people and finds that the average amount those surveyed were willing to pay is \$35 with a standard deviation of \$10. The owner is not satisfied, however, because the owner wants to be 95% sure that the mean of the new sample falls within \$2 of the true mean. What is the minimum number of people the owner should interview? Note that $z=1.96$ for a 95% confidence interval.

- A. 0
- B. 1
- C. 2
- D. 3

Answer: A

NEW QUESTION # 126

Due to growth, a private school system finds that its costs for support, including maintenance and janitorial services, have increased dramatically. Though supply management generally does a good job in managing service contracts, there is no strategic plan or systematic method for reviewing costs on a long-term basis.

The school's board has made the development of a strategic plan the supply manager's priority assignment for the next school year. Given this situation, which of the following should be the supply manager's FIRST step in developing this plan?

- A. Identify opportunities to make specific changes in the purchasing and contracting processes
- B. Determine how supply management can minimize costs and reduce risks

- C. Create specific goals and objectives for addressing changes in how support services are to be managed
- **D. Meet with the board chair to discuss organization-level strategies impacted by support services**

Answer: D

Explanation:

- * Understand Organizational Strategies: The first step is to meet with the board chair to discuss organization-level strategies impacted by support services. This ensures that the supply manager understands the broader strategic objectives and how support services fit into them.
- * Align Supply Strategy with Organizational Goals: By understanding the strategic goals of the organization, the supply manager can develop a plan that aligns with these goals, ensuring that the support services contribute effectively to the overall strategy.
- * Identify Key Issues and Opportunities: This initial meeting will help identify key issues and opportunities within the support services that need to be addressed in the strategic plan.
- * Establish a Framework: With the insights gained from the discussion, the supply manager can then establish a framework for the strategic plan, setting the stage for more detailed goal setting and process improvements.

References:

- * ISM: "Strategic Planning for the Supply Management Function"
- * CIPS: "Developing Supply Strategies Aligned with Organizational Goals"

NEW QUESTION # 127

During negotiations with a supply manager from FGH Inc., a supplier states that if FGH buys the 200 gigabyte version of its software package at a price of \$700, the supplier will include a never-before-sold malware license valued at \$147. FGH needs both the malware and the software package. If the supply manager agrees to the offer, FGH may claim a

- A. cost variance
- B. cost reduction
- **C. cost avoidance**
- D. cost savings

Answer: C

NEW QUESTION # 128

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