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Upon successful completion of the HBX CORe Final Examination, individuals will receive a Credential of Readiness from Harvard Business School. This credential serves as a signal to potential employers that an individual has a strong foundation in business concepts and is ready to succeed in various industries. The credential can also be used as a stepping stone to further education, such as an MBA program.

The ISM CORe exam consists of multiple-choice questions and case studies. The multiple-choice questions assess students' understanding of key concepts in each course, while the case studies require students to apply their knowledge to real-world scenarios. CORe Exam is challenging, but students who have completed the HBX CORe program should be well-prepared for it. Passing the certification exam is a significant achievement that demonstrates a student's readiness for a career in business or further education in the field.

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CORe Test Quiz: Supply Management Core Exam & CORe Actual Exam & CORe Exam Training

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At the end of the HBX CORe program, students are required to take the HBX CORe Final Examination, which is an online assessment that tests their understanding of the program's CORe concepts. CORe exam is designed to be challenging, and it requires students to apply the knowledge they have gained throughout the program to real-world business scenarios. The HBX CORe Final Examination is a crucial component of the program, as it serves as a measure of students' readiness to pursue advanced studies or to enter the workforce.

ISM Supply Management Core Exam Sample Questions (Q165-Q170):

NEW QUESTION # 165
A supply manager for TUV, Inc. contracts with a new supplier of a critical raw material. After receiving several shipments, TUV's manufacturing team finds too much variation in the material dimensions. A meeting is held between the engineering and quality staffs of both companies to discuss the situation. Which of the following should the supply manager do NEXT?

- A. Return the unacceptable material and demand a replacement shipment that meets all specifications
- B. Change the supplier from the approved list to probationary status and cancel current orders
- C. Suggest that the engineering and quality staffs visit the supplier's facility to review processes
- D. Assess a financial penalty against the supplier for shipping uncertified materials

Answer: C

NEW QUESTION # 166
A supply manager for PQR, Inc. is negotiating a contract to purchase software. The software will streamline PQR's online purchasing process with a one-click buy function. The supply manager wants to ensure PQR's performance expectations are met and that the consequences of failure to perform are properly captured. In this situation, which of the following is MOST important for the supply manager to include in the contract?

- A. Maintenance and support
- B. Protective covenants
- C. Warranties
- D. Service-level agreements

Answer: D

Explanation:
* Understanding the Contract Needs: The supply manager's primary concern is ensuring that the software meets PQR's performance expectations and that there are clear consequences if these expectations are not met.
* Service-Level Agreements (SLAs): SLAs are contractual commitments between a service provider and a client. They specify the performance standards the provider must meet and the remedies or penalties for failing to meet them.
* Performance Expectations: By including SLAs in the contract, the supply manager ensures that there are measurable performance metrics for the software, such as uptime, response time, and resolution time for issues.
* Consequences of Failure: SLAs also outline the consequences if the vendor fails to meet the agreed-upon standards. This can include penalties, service credits, or termination of the contract.
* Protective Covenants, Warranties, and Maintenance and Support: While these are important, they do not directly address the performance expectations and consequences of failure as effectively as SLAs.
References
* CIPS (Chartered Institute of Procurement & Supply). (n.d.). Service Level Agreement (SLA) - A detailed guide.
* SCMDOJO. (n.d.). The importance of SLAs in Procurement Contracts.

NEW QUESTION # 167
The management of a company is evaluating a potential capital expenditure. They are
using a discount rate of eight percent. They decide to see what the impact would be of changing the discount rate to 10 percent. Which of the following measurements would change?

- A. Return on Investment (ROI)
- B. Internal rate of return
- C. Pay back period
- D. Net present value

Answer: D

NEW QUESTION # 168
A supplier is awarded a contract to network all of a buying company's production and forecasting applications.
The supplier completes the work on time. However, follow-up tests by the buying organization's IT department determine that performance does not meet contract specifications. Given this situation, which of the following is the BEST course of action for the buying firm to take?

- A. Review the contract warranty terms and remedies
- B. Have another supplier review the network to estimate the cost of repairs
- C. Have IT attempt to repair the network so it works correctly
- D. Accept the network and sign a maintenance contract to fix the problems

Answer: A

Explanation:
* Issue with Performance: The supplier completed the work on time, but the network does not meet the contract specifications.
* Contractual Remedies: Reviewing the contract warranty terms and remedies is the first step to determine the buyer's rights and the supplier's obligations.
* Warranties and Penalties: The contract should outline any warranties, penalties for non-compliance, and steps to resolve performance issues.
* Negotiating Solutions: Understanding the contractual terms allows the buying firm to negotiate appropriate remedies with the supplier, such as requiring repairs or seeking compensation.
* Conclusion: Reviewing the contract warranty terms and remedies is the best course of action to address the performance issues within the framework of the agreement.
References
* ISM. (n.d.). Managing Contracts and Warranties.
* CIPS. (n.d.). Contract Management and Enforcement in Procurement.

NEW QUESTION # 169
On the balance sheet, which of the following options would be included in the Paid-In Capital account?

- A. A cumulative amount of previous profits
- B. Cash contributed by owners of the business
- C. Equity investments in other companies
- D. Reserves and accounting provisions

Answer: B

NEW QUESTION # 170
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