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## High level topics covered by our practice test

This Web Simulator is for Candidates who are expert in their customers' organizations of logistic and supply chain and business process. Candidates for this exam typically include consultants, managers and high level skilled people.

The Web Simulator will also help candidates to understand better how a supply chain works and to learn more when studying for the Certified in Production and Inventory Management exam.

## APICS Certified Supply Chain Professional Sample Questions (Q581-Q586):

### NEW QUESTION # 581

A main benefit of using customer relationship management (CRM) is:

- A. minimization of product returns.
- B. finding new markets for existing products and services.
- C. identification of customers with high lifetime value.
- D. maximization of on-time delivery.

**Answer: C**

### NEW QUESTION # 582

In which of the following forms of electronic commerce do suppliers attempt to offer the lowest price to buyers?

- A. Business-to-business commerce (B2B)
- B. Reverse auction
- C. Business-to-consumer sales (B2C)
- D. Dutch auction

**Answer: B**

### NEW QUESTION # 583

Which of the following ISO standards is used to assist organizations with sustainable development?

- A. ISO 9001
- B. ISO 31000
- C. ISO 26000
- D. ISO 14001

**Answer: C**

### NEW QUESTION # 584

A company finds that one of its warehouses is out of capacity to store products. Expanding the physical size of the warehouse is not an option. The most appropriate solution would be to increase the:

- A. inventory turn of slow-moving items.

- B. cash-to-cash cycle of slow-moving items.
- C. use of break-bulk warehousing.
- D. inventory days of supply of fast-moving items

**Answer: A**

Explanation:

When a warehouse reaches its capacity and expanding the physical space is not an option, increasing the inventory turn of slow-moving items is the most appropriate solution. Here's why:

- \* **Inventory Turn:** This measures how frequently inventory is sold and replaced over a period. Increasing inventory turn means reducing the amount of time products stay in the warehouse.
- \* **Slow-Moving Items:** These items contribute significantly to storage space issues. By focusing on increasing the turn rate of these items, you can free up space for faster-moving goods.
- \* **Efficient Use of Space:** By increasing the turnover of slow-moving items, you avoid the need for additional storage space and ensure that the warehouse is utilized more effectively.
- \* **Improved Cash Flow:** Higher inventory turnover rates help in converting stock into cash more quickly, improving the company's liquidity. In essence, managing slow-moving inventory more efficiently helps to optimize the use of existing warehouse space without the need for physical expansion.
- \* "Inventory Management Strategies to Reduce Warehouse Costs" - Supply Chain Quarterly
- \* "Improving Inventory Turnover Rates" - Journal of Business Logistics

**NEW QUESTION # 585**

A supplier has decided to improve its forecast accuracy by reducing the information lead time from the retailer. Which of the following actions would be most appropriate to achieve the desired result?

- A. Reducing its quoted lead time
- B. Eliminating sales and promotions
- C. Decentralizing demand information
- D. Utilizing electronic data interchange

**Answer: D**

**NEW QUESTION # 586**

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