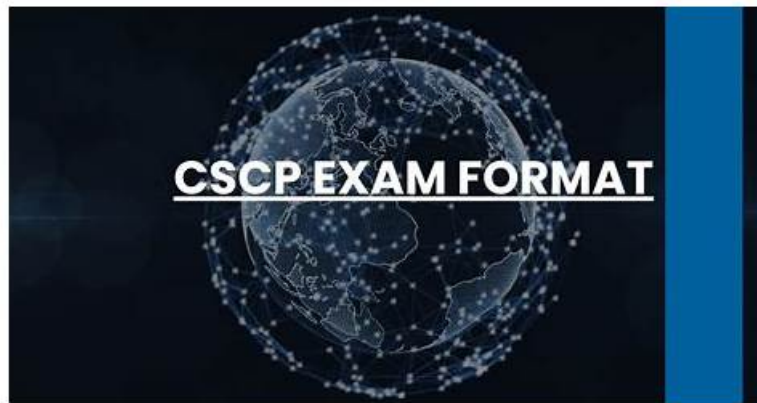


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APICS Certified Supply Chain Professional Sample Questions (Q499-Q504):

NEW QUESTION # 499

For an item with high profit impact and low supply risk, what would be a likely procurement strategy to support the overall supply strategy?

- A. Ensure supply, even at a premium cost.
- **B. Exploit purchasing power and minimize cost.**
- C. Vertically integrate the supply chain.

- D. Form a strategic sourcing group.

Answer: B

Explanation:

For items with high profit impact and low supply risk, the recommended procurement strategy is to exploit purchasing power and minimize cost. This approach involves negotiating favorable terms with suppliers, leveraging volume discounts, and seeking cost reductions to maximize profitability. Since the supply risk is low, the focus can be on optimizing costs without significant concern for supply disruptions. Options A, B, and D are appropriate for different supply risk and profit impact scenarios but do not align with the characteristics described.

References:

- * Kraljic, P. (1983). Purchasing Must Become Supply Management. Harvard Business Review.
- * <https://www.cips.org/knowledge/procurement-topics-and-skills/strategy-policy/models/kraljic-matrix/>

NEW QUESTION # 500

Which of the following measures effectively evaluates overall resources in a distribution warehouse?

- A. Labor efficiency
- **B. Throughput**
- C. Filled pallet positions
- D. Cube utilization

Answer: B

Explanation:

Throughput is an effective measure to evaluate the overall resources in a distribution warehouse. It refers to the amount of material or items passing through the warehouse system within a given time period. High throughput indicates efficient processing and movement of goods, reflecting the warehouse's capability to handle large volumes. Throughput considers various resources including labor, equipment, and space utilization, providing a comprehensive evaluation of warehouse performance.

- * Cube utilization measures the use of available storage space but does not evaluate all resources.
- * Filled pallet positions indicates storage capacity usage but lacks a complete view of warehouse activity.
- * Labor efficiency focuses on workforce productivity but does not encompass other resources such as equipment and space.

References:

- * Frazelle, E. (2002). "World-Class Warehousing and Material Handling."
- * Tompkins, J. A., & Smith, J. D. (1998). "The Warehouse Management Handbook."

NEW QUESTION # 501

A company recently implemented a new supplier rating system. Data was collected from the enterprise resources planning system about each vendor's rating for cost, quality, and delivery over 12 months. A cutoff point was established for poor performers. The responsible purchasing agent then scheduled meetings with each supplier. Which of the following actions is most appropriate to take with suppliers whose ratings were below the cutoff point?

- A. Immediately cancel outstanding contracts with those suppliers.
- B. Ask the suppliers to explain the poor performance.
- **C. Discuss ways to raise the ratings for the next review period.**
- D. Tell the suppliers they are on probation for 3 months.

Answer: C

Explanation:

When a company implements a new supplier rating system and identifies suppliers who fall below the cutoff point for performance, the most appropriate action is to discuss ways to raise the ratings for the next review period. This involves:

- * Engaging in Dialogue: Scheduling meetings with underperforming suppliers allows for open communication about the performance issues and ways to address them.
- * Collaborative Improvement: Working collaboratively with suppliers to develop action plans for improvement can lead to better performance in cost, quality, and delivery.
- * Setting Clear Expectations: Clearly communicating the performance expectations and the consequences of not meeting them helps suppliers understand the importance of improvement.
- * Providing Support: Offering support and resources, such as training or process improvement suggestions, can help suppliers achieve the desired performance levels.

This approach fosters a constructive relationship and continuous improvement, rather than punitive measures that could disrupt the supply chain.

References

* "Supplier Evaluation and Performance Excellence: A Guide to Meaningful Metrics and Successful Results" by Sherry Gordon

* APICS, "Supplier Relationship Management Basics"

NEW QUESTION # 502

A firm has identified key benefits for developing a strategic alliance and has selected appropriate supply chain partners. Which of the following actions should the firm take to build a successful alliance with a supplier who is also a competitor?

- A. Instruct employees to ignore the competitive aspect of the relationship.
- B. Analyze market for competitive advantage.
- C. Negotiate contracts that maximize the firm's profits.
- **D. Establish processes to control shared information.**

Answer: D

Explanation:

When forming a strategic alliance with a supplier who is also a competitor, it is crucial to establish processes to control shared information. This ensures that sensitive data is protected and only relevant information necessary for the partnership is exchanged. By setting clear guidelines and boundaries for information sharing, both parties can collaborate effectively while safeguarding their competitive interests. Options B (Negotiating contracts), C (Instructing employees to ignore competition), and D (Analyzing market) are important but do not directly address the critical need for controlled information sharing in such alliances.

References:

* Das, T. K., & Teng, B. S. (2000). A Resource-Based Theory of Strategic Alliances. Journal of Management.

* <https://www.supplychaindive.com>

NEW QUESTION # 503

The first information necessary in order to effectively improve product design should come from which of the following supply chain members?

- **A. Distributor**
- B. Supplier
- C. Manufacturer
- D. Customer

Answer: A

NEW QUESTION # 504

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