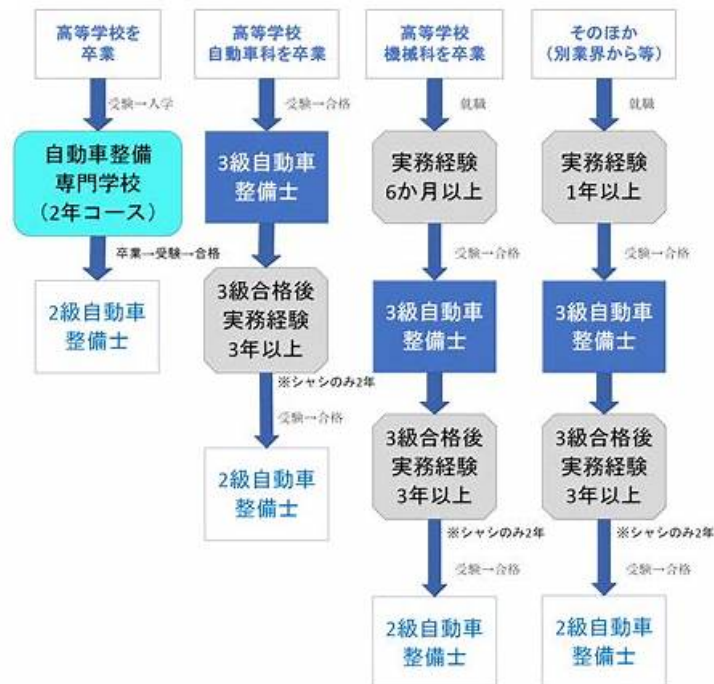


試験の準備方法-有効的なCORE受験資格試験-完璧なCORE復習時間



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ISM CORE Exam Syllabus Topics:

Section	Weight	Objectives
Category Management	25%	- Category Strategy Development 1. Develop category plans 2. Align with business objectives 3. Define category scope 4. Analyze market dynamics - Category Execution 1. Optimize category performance 2. Manage contracts 3. Implement sourcing initiatives 4. Monitor market changes

Sourcing	30%	- Supplier Management • 1. Implement supplier development programs • 2. Manage supplier relationships • 3. Develop supplier metrics • 4. Evaluate supplier performance - Strategic Sourcing • 1. Analyze spend data • 2. Conduct market research • 3. Develop sourcing strategies • 4. Identify potential suppliers
Supply Chain Management	15%	- Supply Chain Strategy • 1. Implement risk management • 2. Design supply chain networks • 3. Develop sustainability initiatives • 4. Optimize inventory management - Supply Chain Operations • 1. Coordinate demand planning • 2. Implement technology solutions • 3. Monitor supply chain performance • 4. Manage logistics and distribution
Negotiation	15%	- Negotiation Preparation • 1. Develop negotiation strategy • 2. Identify leverage points • 3. Define negotiation objectives • 4. Research supplier background - Negotiation Execution • 1. Manage concessions • 2. Reach agreements • 3. Document outcomes • 4. Conduct negotiation sessions
Contract Management	15%	- Contract Administration • 1. Ensure contract compliance • 2. Monitor contract performance • 3. Resolve contract disputes • 4. Manage contract changes - Contract Development • 1. Include compliance requirements • 2. Draft contract terms • 3. Define service levels • 4. Establish pricing structures

>> CORE受験資格 <<

CORE復習時間、CORE日本語独学書籍

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ISM Supply Management Core Exam 認定 CORE 試験問題 (Q80-Q85):

質問 # 80

Which of the following options impact the balances shown in the investing section of the statement of cash flows? (Select all that apply.)

- A. Payments made in connection with business acquisitions
- B. Financing working capital
- C. Stock based compensation expense
- D. Sale of investment securities
- E. Proceeds from issuance of common stock

正解: A、D

質問 # 81

During a request for proposal (RFP) debriefing, a supplier provides clarification on some of the answers in the RFP that, had they been included, would have increased the supplier's score. In response to this, which of the following is the BEST course of action for the supply manager to take?

- A. Verify that the supplier understands the RFP process
- B. Cancel the RFP and issue a new RFP
- C. Award part of the contract to the supplier
- D. Regrade the supplier's submission and reevaluate the results of the RFP

正解: A

解説:

* Clarification Needs: The supplier provided clarifications during the debriefing that could have increased their score if included initially.

* Importance of RFP Process Understanding: Ensuring that the supplier understands the RFP process is crucial to avoid similar issues in future submissions. This step helps the supplier to provide more accurate and complete responses in the future.

* Revising the RFP Process: Rather than cancelling the RFP, issuing a new one, or regrading submissions, verifying the supplier's understanding focuses on improving future interactions and clarity.

* Preventing Future Issues: This approach helps in preventing similar issues with other suppliers and ensures a more efficient and effective RFP process.

References

* National Institute of Governmental Purchasing (NIGP). (n.d.). Best Practices for Debriefing Suppliers.

* APQC. (2019). RFP Management: Best Practices.

質問 # 82

Supplier X is awarded an exclusive contract by a resort chain to supply bulk peanuts for the chain's snack bars.

A contract is signed with the term to begin in three months and extend for two years. Pricing per shipment is to be determined by the average monthly price for the previous month, less a fixed discount rate. Before any orders have been placed against this contract, the resort chain's supply manager finds that other suppliers are offering deeper discounts. How, if at all, can the resort chain avoid its commitment to Supplier X and save money by buying elsewhere?

- A. The resort chain can challenge Supplier X's method of determining domestic pricing.
- B. The resort chain cannot avoid its commitment and is obligated to obtain its annual peanut requirements from Supplier X or be liable for damages.
- C. The resort chain can claim that, without a quantity term, there has been no agreement, and therefore no contract.
- D. The resort chain can inform Supplier X that nuts are to be phased out of the snack bars in order to comply with stricter allergen regulations.

正解: B

質問 # 83

DEF, Inc. is a multinational oil company expanding into a new geographic region. The firm's policy is to purchase locally for its operations whenever possible. Thus, DEF needs to find sources of materials, basic equipment, and standard bulk items within the new region. Which of the following should DEF do FIRST?

- A. Issue a Request for Proposal (RFP)
- B. Conduct a suppliers' conference
- C. Issue a Request for Information (RFI)
- D. Issue a Request for Quotation (RFQ)

正解: C

解説:

- *] Understand the Need: DEF, Inc. needs to find local sources for materials and equipment in a new geographic region.
- * Initial Information Gathering:
 - * An RFI is used to collect information about potential suppliers' capabilities, offerings, and market conditions.
 - * This step helps in understanding the supplier landscape and identifying potential suppliers.
- * Evaluate Responses: Analyze the information gathered from the RFI to shortlist suppliers for further engagement.
- * Subsequent Steps: Based on RFI responses, the company can issue RFQs or RFPs to procure the required materials and equipment. References:
 - * Procurement and Sourcing Best Practices
 - * Supplier Selection and Evaluation Processes
 - * Strategic Sourcing Frameworks

質問 # 84

Current and quick ratio formulas are similar, except that for the quick ratio an analyst will subtract which account from the numerator (current assets)?

- A. Accounts receivable
- B. Inventory
- C. Cash
- D. Marketable securities

正解: B

質問 # 85

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CRe復習時間: <https://www.pass4test.jp/CRe.html>

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