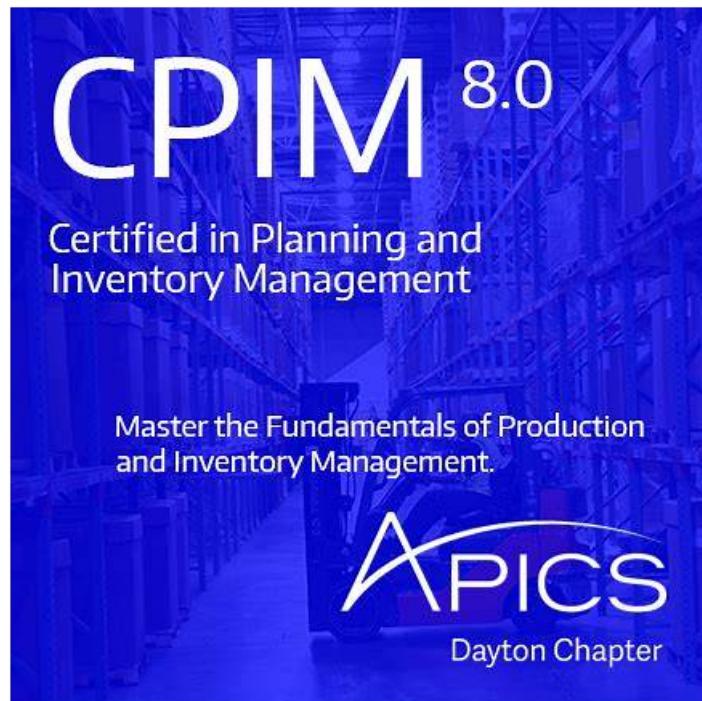


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APICS Certified in Planning and Inventory Management (CPIM 8.0) Sample Questions (Q344-Q349):

NEW QUESTION # 344

A low-cost provider strategy works best when which of the following conditions are met?

- A. There are many ways to achieve product differentiation.
- B. There are few industry newcomers.
- **C. Buyers are more price sensitive.**
- D. Price competition among rivals is similar.

Answer: C

Explanation:

A low-cost provider strategy is a business strategy where a company aims to become the most cost-efficient player in its industry, often by producing goods or providing services at a lower cost than its competitors. The overall goal is to increase market share or achieve higher profitability. The low-cost leader in an industry often sets the price that other companies have to match or beat to stay competitive¹².

A low-cost provider strategy works best when buyers are more price sensitive, meaning they are more likely to switch to cheaper alternatives if the price of a product or service increases. This condition creates a strong demand for low-priced products or services, and gives the low-cost leader a competitive advantage over rivals who have higher costs and prices. Buyers are more price sensitive when³⁴:

- * The product or service is standardized or undifferentiated, and there are few switching costs.
- * The product or service represents a significant portion of the buyer's budget or income.
- * The product or service has low quality, performance, or image attributes that limit the buyer's satisfaction or loyalty.
- * The product or service is not crucial to the buyer's well-being or enjoyment.

The other options are not correct because:

- * A. Price competition among rivals is similar. This condition does not favor a low-cost provider strategy, because it implies that the industry is already highly competitive and there is little room for differentiation. A low-cost leader would have to lower its prices even further to gain an edge over rivals, which could erode its profitability and sustainability.
- * C. There are many ways to achieve product differentiation. This condition does not favor a low-cost provider strategy, because it implies that the industry is diverse and dynamic, and there are many opportunities for innovation and value creation. A low-cost leader would have to invest more in research and development, marketing, and customer service to keep up with the changing customer preferences and expectations, which could increase its costs and reduce its efficiency.
- * D. There are few industry newcomers. This condition does not favor a low-cost provider strategy, because it implies that the industry is mature and stable, and there are few threats from new entrants. A low-cost leader would have to rely on its existing customer base and market share, which could limit its growth potential and expose it to the risk of obsolescence.

NEW QUESTION # 345

Which of the following trade-offs should be evaluated when determining where to place inventory in a multi-echelon supply chain network?

- A. Customer price and order quantity
- **B. Transportation cost and delivery time**
- C. Production cost and lot size quantity
- D. Purchase cost and shrinkage rates

Answer: B

Explanation:

Transportation cost and delivery time are two of the trade-offs that should be evaluated when determining where to place inventory in a multi-echelon supply chain network. A multi-echelon supply chain network consists of multiple levels of distribution, such as factories, warehouses, distribution centers, and retailers.

Placing inventory closer to the customers can reduce the delivery time and improve the service level, but it can also increase the transportation cost and the inventory holding cost. Placing inventory farther from the customers can reduce the transportation cost and the inventory holding cost, but it can also increase the delivery time and the risk of stockouts. Therefore, the optimal inventory placement depends on balancing these trade-offs and finding the lowest total cost for the desired service level. The other trade-offs are not directly related to inventory placement in a multi-echelon supply chain network. Production cost and lot size quantity are more related to inventory replenishment policies and economies of scale. Purchase cost and shrinkage rates are more related to inventory sourcing and quality control. Customer price and order quantity are more related to demand management and pricing strategies. References: Network Design and Safety Stock Placement for a Multi-Echelon Supply Chain, APICS CPIM 8 Planning and Inventory Management | ASCM

NEW QUESTION # 346

An order winner during the growth stage of a product's life cycle is:

- A. dependability.
- **B. variety.**
- C. price.
- D. availability.

Answer: B

Explanation:

An order winner is a product attribute that influences customers to choose one product over another. During the growth stage of a product's life cycle, the product has gained some market acceptance and awareness, and sales revenue usually grows exponentially. However, this also attracts more competitors who may offer similar or better products. Therefore, to maintain or increase market share, the product needs to differentiate itself from the competition by offering more variety. Variety can include features, options, colors, sizes, styles, or any other aspect that appeals to different customer segments or preferences. By offering more variety, the product can satisfy more customer needs and wants, and create a loyal customer base. Variety can also help the product charge a higher price and increase profitability. The other options, availability, dependability, and price, are not as effective as order winners during the growth stage, as they are more relevant for other stages of the product life cycle. Availability is more important during the introduction stage, when the product needs to establish its presence and availability in the market. Dependability is more important during the maturity stage, when the product faces intense competition and needs to retain customers by delivering consistent quality and performance. Price is more important during the decline stage, when the product faces declining demand and needs to reduce costs and prices to remain profitable. Reference:

[The Growth Stage Of The Product Life Cycle \[Explained\]](#)

[Product Life Cycle - Definition, Stages, Usage](#)

[The four stages of the product life cycle](#)

NEW QUESTION # 347

An organization is planning to streamline its Identity and Access Management (IAM) processes and platform. The executive team mandated a compact platform to efficiently manage identities for internal and third-party services access. What is the BEST platform choice?

- A. Cloud Single Sign-On (SSO)
- B. On-premise IAM
- **C. Identity as a Service (IDaaS)**
- D. Cloud IAM

Answer: C

NEW QUESTION # 348

Which of the following should recommendations from a Plan Of Action And Milestones (POA&M) be based on?

- A. Continuous monitoring
- B. Risk acceptance
- C. Change Control Board (CCB) coordination
- **D. Root cause analysis**

Answer: D

NEW QUESTION # 349

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