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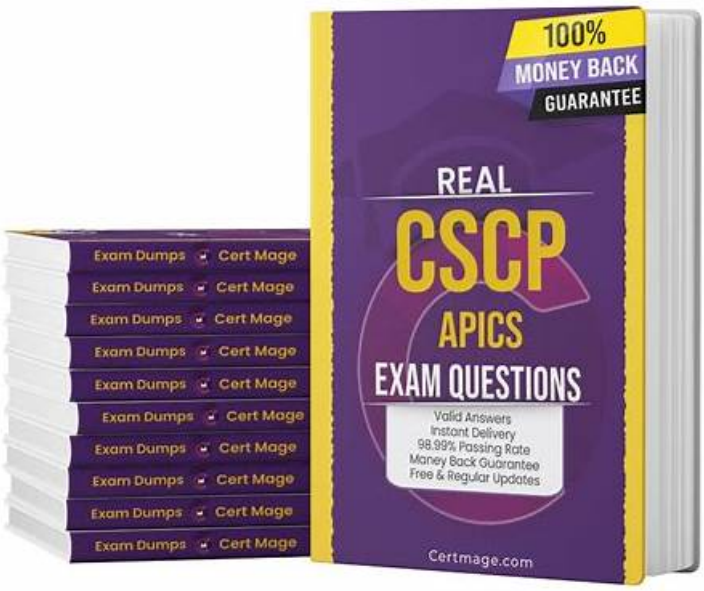

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APICS Certified Supply Chain Professional Sample Questions (Q269-Q274):

NEW QUESTION # 269
Which of the following factors would typically represent period demand?

- A. National sates projections, on-hand inventory, and product life cycle
- B. Forecasts, customer orders, and promotions
- C. On-hand inventory, promotions, and national sales projections

- D. Customer orders, product life cycle, and forecasts

Answer: D

NEW QUESTION # 270
Which of the following measures would be most appropriate for a supply chain focused on reliability as a competitive priority?

- A. Total supply chain cost
- B. Order fulfillment lead times
- C. Supply chain response time
- D. Production volume flexibility

Answer: C

NEW QUESTION # 271
Which of the following factors is the most important driver of supply chain change?

- A. Competitor actions
- B. Government regulations
- C. Health and safety concerns
- D. Customer perceptions of value

Answer: D

NEW QUESTION # 272
What impact does the bullwhip effect have on safety stock if the same service level isdesired?

- A. It forces an organization to carry more safety stock.
- B. It allows an organization to reduce safety stock.
- C. The impact of the bullwhip effect depends on the industry.
- D. The bullwhip effect has no impact on safety stock.

Answer: A

NEW QUESTION # 273
Interpersonal communication skills and negotiation with suppliers is important because it:

- A. drives higher price breaks and lot size discounts
- B. allows the most competitive suppliers to remain viable
- C. enables the buying organization to partner with suppliers
- D. is essential to achieve cost-cutting targets

Answer: C

Explanation:
Interpersonal communication skills and negotiation with suppliers are critical for establishing strong partnerships. Effective communication fosters mutual understanding and trust, which are the foundations of long-term relationships. These skills allow the buying organization to align with suppliers on goals, expectations, and performance standards. Negotiation helps in creating agreements that are beneficial to both parties, ensuring that suppliers are motivated to maintain quality and reliability. While driving price breaks and discounts (B), keeping competitive suppliers viable (C), and achieving cost-cutting targets (D) are important, the primary advantage lies in forming strategic partnerships that lead to a more resilient and collaborative supply chain.
References:
* Monczka, R. M., Handfield, R. B., Giunipero, L. C., & Patterson, J. L. (2015). Purchasing and Supply Chain Management. Cengage Learning.
* Burt, D. N., Petcavage, S. D., & Pinkerton, R. L. (2010). Supply Management. McGraw-Hill/Irwin.

NEW QUESTION # 274

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