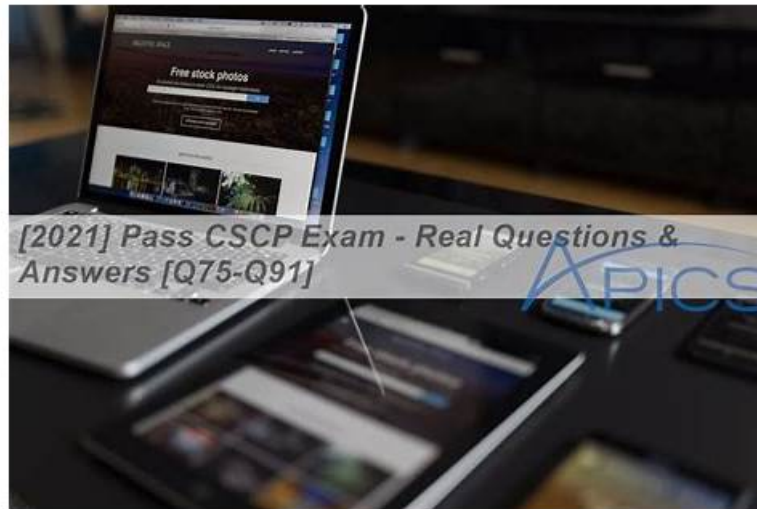


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APICS Certified Supply Chain Professional Sample Questions (Q73-Q78):

NEW QUESTION # 73

Which of the following transportation modes has the highest fixed cost and the lowest variable cost structure?

- A. Pipeline
- B. Rail
- C. Air
- D. Truck

Answer: A

Explanation:

Among the listed transportation modes, pipelines have the highest fixed cost and the lowest variable cost structure. Pipelines require significant investment in infrastructure, including the construction of the pipeline itself and the necessary pumping stations, which contribute to high fixed costs. However, once the infrastructure is in place, the cost of transporting goods (usually liquids or gases) through pipelines is relatively low, resulting in low variable costs. In contrast, modes like rail (A), truck (B), and air (C) have lower fixed costs but higher variable costs associated with fuel, labor, and maintenance.

References:

* Coyle, J. J., Novack, R. A., Gibson, B. J., & Bardi, E. J. (2015). *Transportation: A Supply Chain Perspective*. Cengage Learning.

* Rodrigue, J.-P., Comtois, C., & Slack, B. (2013). *The Geography of Transport Systems*. Routledge.

NEW QUESTION # 74

A company originally based in Germany sets up companies in India, China, Vietnam, Mexico, and Brazil. It sources most of the raw materials locally and employs the local workforce to manage and produce finished goods. Most of the goods produced are consumed in the same country. The company can be classified as what type of enterprise?

- A. Globally integrated
- B. Domestic
- C. Multinational
- D. Virtual

Answer: C

Explanation:

Section: Supply Chain Strategy, Design, and Compliance

NEW QUESTION # 75

Which of the following tools has improved management of the customer pipeline?

- A. Sales force automation (SFA)
- B. Point-sale (POS) metrics
- C. Third-party logistics (3PL)
- D. Business-to-business (B2B) commerce

Answer: A

Explanation:

Sales Force Automation (SFA) systems are tools designed to automate sales tasks, streamline sales processes, and manage customer interactions effectively. SFA helps in improving the management of the customer pipeline by providing real-time data on customer interactions, sales activities, and forecasting future sales.

This allows sales teams to prioritize leads, track progress, and enhance customer relationship management, ultimately leading to better sales performance and customer satisfaction.

References

* APICS Dictionary, 16th edition.

* Customer Relationship Management (CRM) literature.

NEW QUESTION # 76

All of the following are common reasons to alter a supply chain strategy EXCEPT:

- A. anticipated change in the market
- B. change in the market
- C. change in 3PL
- D. change in the business direction

Answer: C

NEW QUESTION # 77

The factors to consider in the make-or-buy decision include costs, proprietary knowledge, and:

- A. inventory balance.
- **B. available capacity.**
- C. warehouse location.
- D. design history.

Answer: B

NEW QUESTION # 78

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