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ISM Supply Management Core Exam Sample Questions (Q188-Q193):

NEW OUESTION # 188

A corporation acquires a startup company, with the objective of branching out into a new product line. The firm's procurement team needs to enlarge the supply base in order to meet the new production requirements.

Which of the following is the BEST way for the team to ensure suppliers are aligned with organizational goals?

- A. Contact current suppliers to determine their maximum production capacity at the necessary quality levels
- B. Compare the firm's vision and mission to potential suppliers' capabilities
- C. Facilitate meetings between internal stakeholders and external stakeholders
- D. Conduct market research to Identify characteristics needed by potential suppliers

Answer: B

Explanation:

To ensure suppliers are aligned with the organizational goals, it is essential to compare the suppliers' capabilities and vision with the firm's vision and mission.

- * Contact current suppliers to determine their maximum production capacity at the necessary
- * quality levels: Useful, but does not ensure alignment with organizational goals.
- * Conduct market research to identify characteristics needed by potential suppliers: Important, but it should be followed by alignment checks.
- * Facilitate meetings between internal stakeholders and external stakeholders: Valuable for communication but does not guarantee alignment.
- * Compare the firm's vision and mission to potential suppliers' capabilities: This ensures that the suppliers can support and align with the strategic objectives of the firm, ensuring long-term compatibility and success.

Therefore, the best way to ensure suppliers are aligned with organizational goals is to compare the firm's vision and mission to potential suppliers' capabilities.

References:

- * Supplier relationship management best practices.
- * Strategic alignment in procurement literature.

NEW QUESTION # 189

A supply manager is leading a negotiation team. This team will negotiate with several finalists supplying complex services. Prior to the negotiations, the supply manager briefs the team on strategies, roles and responsibilities. The team members seem to understand the importance of these factors, but shortly after the negotiations commence, several members begin to make mistakes such as arguing witF each other and failing to pay attention. Which of the following is the BEST course of action for the supply manager to take at this point?

- A. End the negotiations and begin another round with different team members
- B. Call a caucus and reiterate the negotiation rules and their Importance In interactions with suppliers
- C. Remove the offending stakeholders from the negotiations, as they are not following the instructions
- D. Contact the team members' supervisors and express concern over the way they acted during the negotiations

Answer: B

NEW QUESTION # 190

A student gathers information and performs a regression analysis comparing a person's undergraduate GPA to that person's starting salary after college graduation.

Regression St	tatistics					
Multiple RUTE FOR	SUPPLY 10.9422	MENT				
R Square	0.8878					
Adjusted R Square	0.8738			-0		
Standard Error	4919.46		4			
Observations	10		101			
ANOVA			der.			
	df	55	MS	F	Significance F	
Regression	1	1.53E+09	1.53E+09	63.31	0.0000	
Residual	8	1.94E+08	2.42E+07			
Total	9	1.73E+09	777			
	Coefficients	Standard Error	t Stat	P-value	Lower 95%	Upper 95%
ntercept	4,680.70	4,100.97	1.14	0.2867	-4,776.15	14,137.5
SPΔ	12.444.25	1.564.03 udent with a GPA of 3.6	7.96	0.0000	8.837.60	16.050.90

• A. \$17,124.95

- B. \$45,670.40
- C. \$29,622.42
- D. \$50,351.10

Answer: D

NEW QUESTION # 191

What denominator amounts does an analyst use to calculate the common size balance sheet and income statement?

- A. Owner's equity and sales, respectively
- B. Current assets and net income, respectively
- C. Total assets and operating income, respectively
- D. Total assets and sales, respectively

Answer: D

NEW QUESTION # 192

DEF, Inc. has a choice of several transportation providers in the immediate area. The firm decides to conduct a spend analysis to identify opportunities for cost savings through service standardization. In this situation, which of the following will be MOST Important for the company to analyze?

- A. Labor rates for frequently utilized locations
- B. Pricing at international locations
- C. Pricing for alternative travel modes such as rail and air
- D. Local laws and regulations regarding transportation

Answer: C

Explanation:

DEF, Inc. wants to conduct a spend analysis to identify opportunities for cost savings through service standardization. In this context: Option A, analyzing pricing for alternative travel modes such as rail and air, is crucial. Understanding the cost differences between various modes of transport can help DEF, Inc. identify the most cost-effective options and standardize services based on cost efficiency.

Option B, labor rates for frequently utilized locations, while important, is more relevant to operational costs rather than transportation

cost savings.

Option C, local laws and regulations regarding transportation, is necessary for compliance but not directly related to cost savings through standardization.

Option D, pricing at international locations, is also important but might not provide the immediate opportunities for cost savings through standardization in the immediate area.

Therefore, analyzing pricing for alternative travel modes will offer the most significant insights for cost-saving opportunities. References:

- * Spend analysis methodologies in logistics.
- * Research on cost-saving strategies through transportation mode comparison.

NEW QUESTION # 193

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