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APICS Certified Supply Chain Professional Sample Questions (Q192-Q197):

NEW QUESTION # 192
Which of the following statements regarding transportation negotiation is correct?

- A. The key to building solid career relationships is the acceptance of a carrier's rate.
- B. The lowest possible rate must be consistent with the level of service required.
- C. The lowest possible cost for transportation is the lowest total cost of logistics.
- D. The key to effective negotiation is to maximize distributor profitability.

Answer: B

Explanation:
Transportation negotiation involves several critical factors beyond just cost. While it is important to aim for the lowest possible transportation rate, this rate must also align with the necessary level of service required by the logistics operation. This means that achieving the lowest rate is only beneficial if it does not compromise service quality, delivery timelines, reliability, and other essential factors that could affect the overall supply chain performance. Hence, option B emphasizes the balance between cost and service level, making it the correct statement in the context of transportation negotiation.
References:
* Coyle, J.J., Langley, C.J., Novack, R.A., & Gibson, B.J. (2016). Supply Chain Management: A Logistics Perspective. Cengage Learning.
* Chopra, S., & Meindl, P. (2016). Supply Chain Management: Strategy, Planning, and Operation.
Pearson.

NEW QUESTION # 193
Which of the following components of advanced planning and scheduling (APS) defines and coordinates constraints?

- A. Demand management
- B. Resource allocation
- C. Resource optimization
- D. Resource management

Answer: D

NEW QUESTION # 194
An advantage of using a third-party logistics service (3PL) is improved:

- A. cost structure due to economies of scale.
- B. risk visibility due to inventory consolidation.
- C. on-time delivery of shipments due to higher inventory levels.
- D. access to smaller markets due to localization.

Answer: A

NEW QUESTION # 195
The primary reason to establish a customer-dedicated warehouse is to:

- A. position inventory to improve response time.
- B. balance inventory with consumption.
- C. integrate and consolidate an assortment of inventory.
- D. equalize inbound and outbound logistics costs.

Answer: A

Explanation:
Section: Implementation and Operations

NEW QUESTION # 196
A business is changing from a business to business model to a business to consumer model. Which of the following statements about this supply chain change is true?

- A. Returns from customers will decrease.
- B. Average supplier order size will increase.
- C. Number of supplier orders will increase.
- D. Number of customer orders will increase.

Answer: D

Explanation:
Transitioning from a business-to-business (B2B) model to a business-to-consumer (B2C) model typically results in an increased number of customer orders. B2C transactions generally involve smaller order sizes but higher order volumes compared to B2B transactions. The company will need to manage a larger number of individual orders, which may also necessitate adjustments in logistics, inventory management, and customer service processes to accommodate the higher volume of transactions.References:
* "E-Business and Supply Chain Integration" by Ozlem Bak
* "Supply Chain Management: From Vision to Implementation" by Stanley E. Fawcett, Lisa M. Ellram, and Jeffrey A. Ogden

NEW QUESTION # 197
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