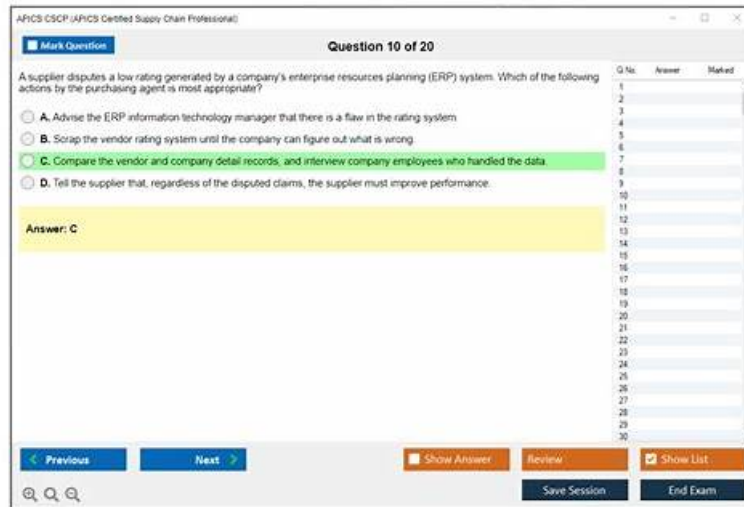


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APICS Certified Supply Chain Professional Sample Questions (Q158-Q163):

NEW QUESTION # 158

Companies with manufacturing facilities in one country are more cost-competitive in exporting goods to world markets when:

- A. the local currency is weak.
- B. the local currency is strong.
- C. the local currency is pegged to the target market.

- D. the local currency is stable.

Answer: A

Explanation:

When a country's local currency is weak, its goods become less expensive for foreign buyers, making exports more competitive in the global market. A weak local currency lowers the relative cost of production and labor, which translates into lower prices for goods sold abroad. This competitive pricing advantage can increase demand for exports and enhance the profitability of exporting companies.

References:

* "The Impact of Exchange Rates on International Trade," World Bank.

* "Currency Depreciation and Export Competitiveness," International Trade Journal.

NEW QUESTION # 159

CRM loyalty programs are designed with all of the following considerations in mind EXCEPT:

- A. maximize short-term profits
- B. communication concerning program offering
- C. customer segments and their corresponding needs
- D. structure of program offering

Answer: A

NEW QUESTION # 160

Compared to a global strategy, a multicountry strategy would be characterized by:

- A. strategy coordination across countries.
- B. major strategic decisions coordinated centrally.
- C. preferred suppliers located in host countries.
- D. products adapted to local needs.

Answer: D

NEW QUESTION # 161

Which of the following strategies is used primarily for demand planning?

- A. Collaborative planning, forecasting, and replenishment
- B. Push-pull replenishment
- C. Vendor-managed inventory
- D. Build-to-order scheduling

Answer: A

Explanation:

Collaborative Planning, Forecasting, and Replenishment (CPFR) is a strategy used primarily for demand planning by improving coordination and collaboration between supply chain partners. Here's how it works:

* Collaboration: CPFR involves sharing information and plans between retailers, distributors, and manufacturers to create a unified forecast and replenishment plan.

* Joint Forecasting: Partners collaboratively develop demand forecasts based on shared data, reducing discrepancies and improving accuracy.

* Replenishment Planning: Using the agreed-upon forecasts, the partners jointly plan inventory replenishment to ensure optimal stock levels and reduce stockouts or excess inventory.

* Benefits: CPFR leads to improved demand visibility, better inventory management, and enhanced supply chain efficiency.

This approach fosters a cooperative relationship among supply chain partners, aligning their efforts towards meeting customer demand more effectively.

References:

* Barratt, M., & Oliveira, A. (2001). "Exploring the Experiences of Collaborative Planning Initiatives." International Journal of Physical Distribution & Logistics Management.

* Seifert, D. (2003). Collaborative Planning, Forecasting, and Replenishment: How to Create a Supply Chain Advantage. AMACOM.

NEW QUESTION # 162

All of the following flow through the reverse supply chain EXCEPT:

- A. cash or credits
- B. information flows
- C. components for replacement or repair
- **D. remanufactured goods**
- E. obsolete goods

Answer: D

NEW QUESTION # 163

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