



Free Questions for CPIM-BSP by dumpshq

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Question 1

Question Type: MultipleChoice

At which of the following levels does sales and operations planning take place?

Options:

- A- Component
- B- Finished goods
- C- Product family
- D- Market

Answer:

C

Question 2

Question Type: MultipleChoice

The primary purpose of sales and operations planning is to:

Options:

- A- track and improve forecast accuracy within sales and marketing.
- B- provide enough lead time for operations to acquire needed resources.
- C- provide periodic updates on overall performance to top management.
- D- link strategic and tactical plans across the organization.

Answer:

D

Question 3

Question Type: MultipleChoice

Which of the following considerations should be included in product design?

Options:

- A- Manufacturing strategy
- B- Product pricing
- C- Environmental sensitivity
- D- Target markets

Answer:

C

Question 4

Question Type: MultipleChoice

When determining a make or buy decision, reasons to buy out would include:

Options:

- A- accommodating large changes in volume.

- B- maximizing resource utilization.
- C- protecting confidential information.
- D- maintaining workforce.

Answer:

A

Question 5

Question Type: MultipleChoice

Which of the following plans is translated into synchronized functional plans through the sales and operations planning process?

Options:

- A- Strategic
- B- Marketing
- C- Business
- D- Financial

Answer:

C

Question 6

Question Type: MultipleChoice

Backward scheduling begins with which of the following dates?

Options:

A- Order receipt

B- Order due

C- Component availability

D- Supplier delivery

Answer:

B

Question 7

Question Type: MultipleChoice

Which of the following plans is a statement of long-range strategy and revenue, cost, and profit objectives usually accompanied by budgets, a projected balance, and cash flow statement?

Options:

- A- Strategic
- B- Business
- C- Sales and operations
- D- Budget

Answer:

B

Question 8

Question Type: MultipleChoice

Which of the following plans generally includes an organization's explicit mission, goals, and objectives, along with the specific actions needed to achieve those goals and objectives?

Options:

A- Marketing

B- Business

C- Strategic

D- Financial

Answer:

C

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