



**EXAMS TEST**

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# Question 1

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## Question Type: MultipleChoice

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Which of the following technologies best enables pulling products through the supply chain?

### Options:

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- A- Automatic identification system (AIS)
- B- Point-of-sale (POS) system
- C- Customer relationship management (CRM)
- D- Supply chain event management (SCEM)

### Answer:

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B

### Explanation:

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According to the APICS CSCP - Supply Chain Management Certification, a point-of-sale (POS) system is a technology that captures sales data at the time and place of purchase by scanning bar codes or RFID tags on products or using other methods of identification. A POS system can transmit sales data in real time to other systems in the supply chain, such as inventory management, demand planning,

replenishment, or distribution. A POS system enables pulling products through the supply chain, as it triggers orders based on actual customer demand rather than forecasts or schedules.

## Question 2

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### **Question Type: MultipleChoice**

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Goods can enter a country, undergo further modification, and then be exported without paying customs duties via which of the following designations?

#### **Options:**

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- A-** Bonded warehouse
- B-** Trading bloc
- C-** Free trade zone (FTZ)
- D-** Citizen zone

#### **Answer:**

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C

### **Explanation:**

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According to the APICS CSCP - Supply Chain Management Certification, a free trade zone (FTZ) is a designated area within a country where goods can enter, undergo further modification, and then be exported without paying customs duties or taxes. FTZs are used to encourage foreign trade and investment, reduce transportation costs, and improve supply chain efficiency.

## **Question 3**

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### **Question Type:** MultipleChoice

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A lack of which of the following elements is most likely to impede the implementation of a demand management system?

### **Options:**

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- A-** previous period actual demand versus forecasted demand
- B-** physical distance between trading partners
- C-** ineffective sales and operations planning (S&OP) process
- D-** inadequate company vision statement

### **Answer:**

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C

### **Explanation:**

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According to the APICS Supply Chain Operations Reference Model SCOR, an ineffective sales and operations planning (S&OP) process is most likely to impede the implementation of a demand management system. S&OP is a process that aligns the demand and supply plans across the supply chain, based on the business objectives and customer expectations. S&OP helps to balance demand and supply, improve forecast accuracy, reduce inventory costs, and increase customer satisfaction. An ineffective S&OP process can result in poor demand management, which can lead to stockouts, excess inventory, lost sales, or dissatisfied customers.

## **Question 4**

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### **Question Type: MultipleChoice**

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

### **Options:**

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

**Answer:**

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A

**Explanation:**

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According to the APICS CSCP - Supply Chain Management Certification, rail is a transportation mode that has the highest fixed cost and the lowest variable cost structure. Fixed costs are costs that do not vary with the volume of traffic, such as track maintenance, equipment, and terminals. Variable costs are costs that vary with the volume of traffic, such as fuel, labor, and materials. Rail has high fixed costs because it requires a large investment in infrastructure and equipment, but low variable costs because it can carry large volumes of freight over long distances with relatively low fuel consumption and labor requirements.

## Question 5

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**Question Type:** MultipleChoice

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Which of the following attributes is an advanced functionality of a warehouse management system (WMS)?

**Options:**

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- A-** Inventory management
- B-** Work order management
- C-** Labor management
- D-** Task management

**Answer:**

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A

## Question 6

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**Question Type:** MultipleChoice

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Effective collaboration for item replenishment by external suppliers requires:

**Options:**

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- A- accurate long-term forecasts.
- B- returnable plastic containers.
- C- close communication about component usage.
- D- a process for the reverse supply chain.

**Answer:**

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C

## Question 7

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**Question Type:** MultipleChoice

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Qualitative extrinsic data are used with which of the following forecasting techniques?

**Options:**

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- A- Time series

**B-** Seasonality

**C-** Delphi method

**D-** Causal method

**Answer:**

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C

**Explanation:**

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Qualitative extrinsic data are data that are obtained from external sources and are not based on numerical measurements, but rather on opinions, judgments, or perceptions. Qualitative extrinsic data are used with qualitative forecasting techniques, such as the Delphi method. The Delphi method is a technique that involves a panel of experts who provide their opinions on a topic through a series of questionnaires. The results of each questionnaire are summarized and fed back to the panel, allowing them to revise their opinions based on the feedback. The process is repeated until a consensus is reached or the opinions stabilize. The Delphi method is useful for forecasting long-term trends, new product demand, technological changes, or social and economic issues.

## Question 8

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**Question Type:** MultipleChoice

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A firm usually buys one month of requirements at a time but has decided to buy two months of requirements for a certain product to take advantage of an order quantity discount...kely made this decision because:

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### **Options:**

- A-** ..transportation costs will decrease since the firm is buying less often.
- B-** ..The firm would like to spend less time on placing orders.
- C-** ..The firm has determined that the price savings are greater than the extra holding cost.
- D-** The firm wants to improve its inventory turns.

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### **Answer:**

C

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### **Explanation:**

According to the APICS CSCP - Supply Chain Management Certification, order quantity discounts are price reductions offered by suppliers for buying larger quantities of a product or service. Order quantity discounts can lower the purchasing cost per unit, but they also increase the holding cost per unit, as more inventory is stored for longer periods of time. A firm should compare the price savings and the extra holding cost to determine whether an order quantity discount is beneficial or not.

## Question 9

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### Question Type: MultipleChoice

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Which of the following descriptions applies to the financial balance sheet for a firm?

#### Options:

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- A- Reflects the financial position of a firm at a specific point in time.
- B- Reflects the cash flow over a specified period of time
- C- ..provides details on the changes to equity.
- D- ..provides details pertaining to the financial success of operations.

#### Answer:

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A

#### Explanation:

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According to the APICS CSCP - Supply Chain Management Certification, the financial balance sheet is a statement that reflects the financial position of a firm at a specific point in time, showing its assets, liabilities, and equity. The balance sheet is based on the accounting equation: Assets = Liabilities + Equity.



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