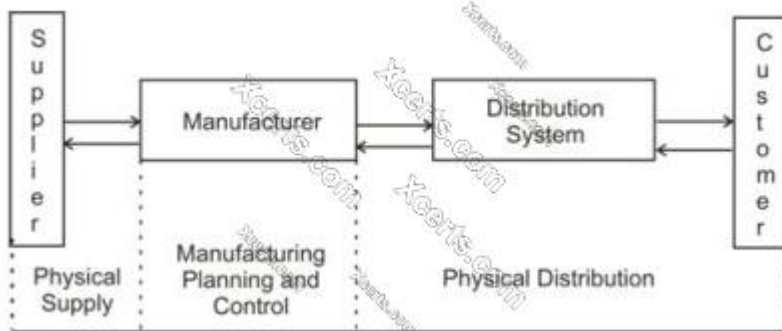


# APICS Certified Supply Chain Professional

1. The question below is based on the following flowchart:



Which of the following phrases most accurately describes the complete flow of demand information?

A. From supplier to customer

B. From customer to manufacturer

C. From customer to supplier

D. From supplier to manufacturer

**Answer(s): C**

---

2. The focus of collaborative supply chain management differs from a transactional approach by its emphasis on the:

A. transportation of goods to the next link in the chain.

B. flow of product information up to the next level of the chain.

C. flow of demand information and cash up the chain.

D. flow of supply into an organization.

**Answer(s): C**

---

3. Which of the following scenarios represents a correct application of the Supply-Chain Operations Reference- model (SCOR)?

A. Sales and marketing refers to SCOR to improve demand generation.

B. Production and engineering uses SCOR best practices to design a new "make" process flow.

C. Distribution and logistics selects suppliers from the SCOR reference list.

D. Marketing and development incorporates SCOR Level I metrics for new product design.

**Answer(s): B**

---

4. The primary objective of supply chain management is:

A. minimizing transportation costs.

B. reducing inventory levels.

C. taking a systems approach.

D. implementing advanced technologies.

**Answer(s): C**

---

5. Which of the following levels in a supply chain network represents the most upstream external activity?

A. Supplier to contractor

B. Manufacturing to supplier

C. Customer to distribution

D. Customer to contractor

**Answer(s): A**

---

6. Which of the following marketing strategies emphasizes offering services at a lower price than rival services with comparable features?

A. Cost leadership

B. Service differentiation

C. Customer focus

D. Market responsiveness

**Answer(s): A**

---

7. The primary reason for the evolution of the supply chain is:

A. fewer rejects due to poor quality.

B. increased on-time delivery.

C. increased cost savings.

D. increased communication.

**Answer(s): D**

---

8. Which of the following factors typically is the most significant impediment to implementing collaborative commerce?

A. Technology barriers

B. Security

C. Corporate culture

D. Return on investment (ROI)

**Answer(s): C**

---

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

A. strategy coordination across countries.

B. preferred suppliers located in host countries.

C. major strategic decisions coordinated centrally.

D. products adapted to local needs.

**Answer(s): D**

---

10. Which of the following corporate strategies is most consistent with a flexible supply chain strategy?

A. Being the low-price leader

B. Providing the highest-quality service

C. Providing mature products with stable sales

D. Emphasizing the quality of the product

**Answer(s): B**

---

11. Which of the following considerations is an important supply chain design decision?

A. Product design

B. Selecting supporting information systems

C. Identifying labor force requirements

D. Identifying training programs

**Answer(s): B**

---

12. When designing a supply chain for strategic advantage, a company first should consider:

A. the impact on customers using Just-in-Time manufacturing.

B. the financial stability of suppliers.

C. matching the supply chain to product type.

D. whether to use custom or standard parts.

**Answer(s): C**

---

13. Supply chains delivering products or services are most able to respond quickly to changing market requirements when:

A. products have been standardized.

B. products have a modular design.

C. production processes have been standardized.

D. production processes have been simplified.

**Answer(s): B**

---

**14.** Risk pooling enables a lower total inventory level without affecting service levels based on which of the following assumptions?

A. Inventory turnover ratio can be reduced.

B. Aggregate demand is more accurate than disaggregate demand.

C. The planning time fence can be adjusted as needed.

D. The supplier shares some risk for holding inventory.

**Answer(s): B**

---

**15.** The purpose of continuous improvement in the supply chain is to:

A. eliminate the root causes of problems.

B. improve interorganizational communication.

C. develop better written procedures.

D. reduce product costs.

**Answer(s): A**

---

**16.** After identifying the potential causes for delays in communicating demand information up the supply chain, the trading partners should take which of the following actions?

A. Implement a higher-speed data communications network.

B. Change procedures so data is communicated more frequently.

C. Identify the root causes for the delays.

D. Map and analyze the value stream.

**Answer(s): C**

---

**17.** Which of the following situations is an example of postponement?

A. Shipments are broken down into small groups for reshipment.

B. Shipments are consolidated immediately for reshipment.

C. Production begins after a customer order is received.

D. Partially assembled goods are assembled at a later stage.

**Answer(s): D**

---

**18.** Which of the following situations is an example of inventory being held as a way to balance supply and demand?

A. A manufacturer holds inventory of key components to maintain a level production schedule.

B. A manufacturer of seasonal products builds finished-goods inventory before the peak selling period.

C. A distributor maintains safety stock of slow-moving items at a central distribution center.

D. A retailer stocks a variety of sizes and colors of a fast-selling item to avoid losing sales.

**Answer(s): B**

---

**19.** A company's annual cost of goods sold is \$350 million, and inventory carrying cost is 18%. The company averages four inventory turns. The cost savings resulting from increasing inventory turns from four to six would be:

A. \$29,000,000.

B. \$15,750,000.

C. \$10,500,000.

D. \$ 5,250,000.

**Answer(s): D**

---

**20.** Continuous improvement is best described as:

A. a never-ending effort to expose and eliminate root causes of problems.

B. a never-ending effort by the management team to reduce cycle time.

C. identifying and implementing big-step improvements within a process.

D. a process in which a supplier commits to replenishing inventory based on demand without receiving replenishment orders.

**Answer(s): A**

---