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QUESTION 1

All of the following are contributed by sales during an SandOP meeting EXCEPT:

- A. competitive response time requirements
- B. new product plans and requirements
- C. stocking strategy by echelon
- D. metrics for customer service
- E. market trends

Correct Answer: C

QUESTION 2

Which of the following actions is most likely to improve the cash-to-cash cycle time?

- A. Find suppliers with lower total cost of ownership (TCO)
- B. Implement vendor-managed inventory (VMI) with key suppliers
- C. Implement vendor-managed inventory (VMI) with key customers
- D. Establish targeted promotions for the most profitable market segments

Correct Answer: B

QUESTION 3

All of the following are significant changes required in supply chain processes to build a demand- driven enterprise EXCEPT:

- A. agility
- B. access to real demand data (visibility)
- C. trust and collaboration among supply chain partners
- D. creation of independent monthly forecasts for each supply chain partner

Correct Answer: D

QUESTION 4

If a company targets cost reduction across the supply chain with benefits shared among partners, which stage of supply chain management capability would it be at with respect to removing cost from the supply chain?

- A. dysfunctional
- B. infrastructure
- C. cost reduction
- D. collaboration
- E. strategic contribution

Correct Answer: E

QUESTION 5

In reference to optimizing manufacturing and distribution networks, what purpose does a Hubco serve?

- A. PLM based agency for tax jurisdiction benefit
- B. central cross-docking distribution and cross-docking hub
- C. procurement center
- D. centralized legal entity for creating tax benefit

Correct Answer: D

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