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**ISM**

**CPSM**

*Certified Professional in Supply Management (CPSM)(Foundation)*



**QUESTION: 113**

A one-way system with incoming goods flowing to the left of the entry and into one of the three storage areas, depending on usage is the:

- A. Inverted T warehouse
- B. Cross-flow warehouse
- C. Inverted U warehouse
- D. Through-flow warehouse

**Answer: B**

**QUESTION: 114**

A pick module is a type of mechanized system used to:

- A. to pick both bulk items and single items
- B. to pick only bulk items
- C. to pick only single items
- D. None of the above

**Answer: A**

**QUESTION: 115**

A valid concept of connectedness that allows an organization to maintain a high level of confidence in its distribution system is the:

- A. Commodity warehouse
- B. Allocation warehouse
- C. Virtual warehouse
- D. Implicit warehouse

**Answer: C**

**QUESTION: 116**

What includes all activities that occur after a product is finished, including distribution selection, product order response and the return of goods?

- A. Operational management
- B. Logistics management
- C. Core management
- D. Practical management

**Answer: B**

**QUESTION: 117**

Independent organizations that design and manage some or all of an organization's logistical needs are known as:

- A. Third-party logistics
- B. Freight forward logistics
- C. Maintenance logistics
- D. Global logistics

**Answer: A**

**QUESTION: 118**

Third parties who act as intermediaries between buyer and seller are known as:

- A. Dealer
- B. Brokers
- C. Negotiator
- D. Agent

**Answer: B**

**QUESTION: 119**

Who retain experts in global shipping to assist smaller organizations that do not have the necessary experience or expertise?

- A. Global trade fleet
- B. Global third parties
- C. Foreign freight forwarders
- D. Global shipping and inspections

**Answer: C**

**QUESTION: 120**

Which of the following is NOT the group of International Commercial Terms?

- A. Group E
- B. Group F
- C. Group C
- D. Group K

**Answer:** D

**QUESTION:** 121

Terms where the seller is responsible for delivering the goods to a carrier named by the buyer is the:

- A. Group E
- B. Group F
- C. Group C
- D. Group K

**Answer:** B

**QUESTION:** 122

The supply management professional may use which mean to resolve the logical conflicts?

- A. Litigation
- B. Negotiation
- C. Acceptance
- D. All of the above

**Answer:** D

**QUESTION:** 123

When both parties end a negotiation feeling content with what they have bargained, this is referred to as:

- A. Procurement scheme
- B. win-win proposition
- C. Superior intention
- D. Disputed proposal

**Answer:** B

**QUESTION:** 124

Organizations that perform freight auditing are called:

- A. Traffic consultants
- B. Auditing consultants

- C. Transportation consultants
- D. Service consultants

**Answer:** A

**QUESTION:** 125

Which of the following is the area of concern to logistics?

- A. Inventory
- B. Transportation
- C. Customer service
- D. All of the above

**Answer:** D

**QUESTION:** 126

A measure of velocity of total inventory movement through the organization, found by dividing annual sales by the average aggregate inventory value maintained during the year is called:

- A. Inventory proceeds
- B. Inventory turnover
- C. Inventory yield
- D. Inventory return

**Answer:** B

**QUESTION:** 127

The costs of logistics services should be determined; these costs plus an added value or markup becomes the:

- A. Transfer price
- B. Productivity cost
- C. Operational price
- D. Professional supply cost

**Answer:** A

**QUESTION:** 128

A scoreboard is simply a form of performance measurement and management that records the ratings from a performance evaluation process.

- A. True
- B. False

**Answer:** A



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