

# ASCM CSCP

**ASCM APICS CERTIFIED SUPPLY CHAIN PROFESSIONAL  
CERTIFICATION QUESTIONS & ANSWERS**

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Exam Summary – Syllabus – Questions

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## **CSCP**

**APICS Certified Supply Chain Professional (CSCP)**

**150 Questions Exam – 300 / 350 Cut Score – Duration of 210 minutes**

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## Know Your CSCP Certification Well:

The CSCP is best suitable for candidates who want to gain knowledge in the ASCM Supply Chain Management. Before you start your CSCP preparation you may struggle to get all the crucial APICS Certified Supply Chain Professional materials like CSCP syllabus, sample questions, study guide.

But don't worry the CSCP PDF is here to help you prepare in a stress free manner.

The PDF is a combination of all your queries like-

- What is in the CSCP syllabus?
- How many questions are there in the CSCP exam?
- Which Practice test would help me to pass the CSCP exam at the first attempt?

Passing the CSCP exam makes you APICS Certified Supply Chain Professional (CSCP). Having the APICS Certified Supply Chain Professional certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

## ASCM CSCP APICS Certified Supply Chain Professional Certification Details:

<b>Exam Name</b>	ASCM APICS Certified Supply Chain Professional
<b>Exam Code</b>	CSCP
<b>Exam Fee</b>	USD \$1,420
<b>Exam Duration</b>	210 Minutes
<b>Number of Questions</b>	150
<b>Passing Score</b>	300 / 350
<b>Format</b>	Multiple Choice Questions
<b>Books / Trainings</b>	<a href="#">APICS 2024 CSCP Self-Study Exam Prep</a>
<b>Schedule Exam</b>	<a href="#">Pearson VUE</a>
<b>Sample Questions</b>	<a href="#">ASCM APICS CSCP Exam Sample Questions and Answers</a>
<b>Practice Exam</b>	<a href="#">APICS Certified Supply Chain Professional (CSCP) Practice Test</a>

# CSCP Syllabus:

Topic	Details
<b>Forecast and Manage Demand - 10%</b>	
One of the first activities in supply chain management is to assemble and evaluate the various types of demand for products and services, including historical information and future predictions. This information is used to determine a forecast for future needs, and the necessary balancing of supply and demand.	
<b>Collect and Analyze Historical and Environmental Demand Data</b>	<ul style="list-style-type: none"> <li>- Perform historical analysis <ul style="list-style-type: none"> <li>• Competitive environment</li> <li>• Demand patterns</li> </ul> </li> <li>- Perform environmental scan and market analysis</li> <li>- Perform product assessment</li> </ul>
<b>Influence Demand Through Marketing Activities</b>	<ul style="list-style-type: none"> <li>- Apply the Four Ps (product, price, place, and promotion)</li> <li>- Analyze product life cycles</li> </ul>
<b>Build the Forecast</b>	<ul style="list-style-type: none"> <li>- Select appropriate forecasting methods <ul style="list-style-type: none"> <li>• Qualitative</li> <li>• Quantitative</li> <li>• Extrinsic</li> <li>• Intrinsic</li> </ul> </li> <li>- Measure forecast accuracy <ul style="list-style-type: none"> <li>• Forecast error</li> <li>• Forecast bias</li> </ul> </li> </ul>
<b>Align Supply with Demand</b>	<ul style="list-style-type: none"> <li>- Execute sales and operations planning (S&amp;OP) process</li> <li>- Manage inputs and outputs</li> <li>- Perform reconciliation and analysis</li> </ul>
<b>Manage the Global Supply Chain Network and Information - 10%</b>	
The design of the supply chain network involves decision-making to build a structure that will support the business strategy and allow room for growth. It is also necessary to determine and maintain the data necessary to manage the supply chain, as well as the appropriate measuring and reporting techniques.	
<b>Define and Manage the Supply Chain Network</b>	<ul style="list-style-type: none"> <li>- Design the supply chain network <ul style="list-style-type: none"> <li>• Determine business requirements, information technology (IT) strategy, and cyber security</li> <li>• Flow of product, information, and funds</li> </ul> </li> <li>- Design and manage end-to-end supply chain connectivity and</li> </ul>

Topic	Details
	visibility <ul style="list-style-type: none"> <li>• Supply chain technology applications</li> <li>• Information sharing (examples include data, status, and documents)</li> <li>• Legal requirements</li> </ul>
<b>Manage Customer, Supplier, Product/Item, Engineering, and Logistics Master Data</b>	<ul style="list-style-type: none"> <li>- Create data</li> <li>- Update data</li> <li>- Cleanse data</li> <li>- Retire data</li> </ul>
<b>Develop and Maintain Reports, Analytics, and Metrics</b>	<ul style="list-style-type: none"> <li>- Define financial metrics and reports</li> <li>- Define operational metrics and reports</li> <li>- Utilize dashboards and balanced scorecards</li> <li>- Incorporate Supply Chain Operations Reference (SCOR) metrics</li> </ul>
<b>Source Products and Services - 17%</b>	
The procurement process is critical to the management of the supply chain. This process includes determining applicable sourcing strategies for the various types of products and services, as well as supplier evaluation and selection and the management of purchasing contracts.	
<b>Align Sourcing Activities to Demand</b>	<ul style="list-style-type: none"> <li>- Perform make-or-buy analysis               <ul style="list-style-type: none"> <li>• Manufacturing capabilities</li> <li>• Core competencies</li> <li>• Total cost of ownership (TCO)</li> </ul> </li> <li>- Define sourcing requirements and timing</li> </ul>
<b>Manage Categories for Sourcing of Products and Services</b>	<ul style="list-style-type: none"> <li>- Create segmented sourcing strategy</li> <li>- Conduct supply base analysis</li> <li>- Identify savings opportunities</li> <li>- Rationalize or right-size supply base</li> <li>- Influence product designs (for manufacturability, sustainability, transportation, or warehousing)</li> </ul>
<b>Evaluate and Select Suppliers</b>	<ul style="list-style-type: none"> <li>- Manage initial supplier qualifications/evaluation (examples include financial stability and management of policies and performance)</li> <li>- Develop contracts               <ul style="list-style-type: none"> <li>• Negotiate terms and conditions, pricing, and delivery terms</li> <li>• Determine value-added services</li> </ul> </li> </ul>
<b>Manage Purchase</b>	<ul style="list-style-type: none"> <li>- Place orders (standard, blanket, and e-procurement)</li> </ul>

Topic	Details
<b>Orders</b>	<ul style="list-style-type: none"> <li>- Track, expedite/de-expedite, and process changes</li> <li>- Reconcile and approve invoice for payment</li> <li>- Analyze sourcing processes for automation</li> </ul>
<b>Manage Internal Operations and Inventory - 19%</b>	
<p>In order to succeed in balancing supply and demand, operations and inventory techniques must be utilized and managed to fulfill business objectives. Performance against defined metrics must be evaluated and current methods for continuous improvement applied.</p>	
<b>Plan Operations</b>	<ul style="list-style-type: none"> <li>- Develop master schedule</li> <li>- Determine material requirements</li> <li>- Evaluate capacity requirements</li> </ul>
<b>Manage Inventory</b>	<ul style="list-style-type: none"> <li>- Align inventory requirements with demand</li> <li>- Develop replenishment strategy</li> <li>- Manage product disposition and obsolescence</li> <li>- Manage product traceability and chain of custody</li> <li>- Define and execute physical inventory and cycle counting</li> <li>- Manage maintenance, repair, and operating (MRO) supplies</li> </ul>
<b>Measure and Assess Performance</b>	<ul style="list-style-type: none"> <li>- Compare operational performance against plan</li> <li>- Compare financial performance against plan</li> <li>- Evaluate inventory accuracy</li> <li>- Report against key performance indicators (KPIs) and other objectives</li> </ul>
<b>Analyze and Utilize Applicable Continuous Improvement Philosophies (examples include lean principles, six sigma, total quality management (TQM), and theory of constraints (TOC))</b>	
<b>Manage Supply Chain Logistics - 9%</b>	
<p>The delivery of supply to the sources of demand often includes the management of a network of warehouses and transportation modes. This includes the various processes within distribution, the consideration of any global requirements, and the use of technology to perform manual functions. In addition, the use of reverse logistics provides a mechanism for the reduction of waste within the supply chain.</p>	
<b>Define and Manage Distribution</b>	<ul style="list-style-type: none"> <li>- Develop and execute the warehousing strategy</li> <li>- Develop and execute the transportation strategy</li> </ul>

Topic	Details
<b>Network</b>	- Develop and execute logistics planning and information system
<b>Provide Distribution Services</b>	<ul style="list-style-type: none"> <li>- Receive, put away, and store product</li> <li>- Pick, pack, and ship product</li> <li>- Select mode and transport providers</li> <li>- Provide value-added services (examples include installation, repacking, postponement, stocking, and final assembly)</li> </ul>
<b>Evaluate Trade Considerations</b>	<ul style="list-style-type: none"> <li>- Comply with import/export regulations</li> <li>- Utilize Incoterms</li> <li>- Understand foreign/free trade zones/trading blocs</li> <li>- Provide appropriate documentation</li> </ul>
<b>Design and Manage Reverse Flow</b>	<ul style="list-style-type: none"> <li>- Determine reverse logistics activities</li> <li>- Analyze costs and benefits</li> <li>- Determine use of warranties and disposition</li> <li>- Incorporate reduce, reuse, recycle, and recover waste hierarchy</li> </ul>
<b>Manage Customer and Supplier Relationships - 17%</b>	
Managing both customer and supplier relations will enhance the performance of the entire supply chain. This includes establishing long-term relationships, measuring performance against defined metrics, and developing improvement strategies.	
<b>Manage Customer Relations</b>	<ul style="list-style-type: none"> <li>- Cultivate customer relationships <ul style="list-style-type: none"> <li>• Interpret voice of the customer (VOC)</li> <li>• Design customer service offerings</li> <li>• Define measurements and key performance indicators (KPIs) with customer</li> </ul> </li> <li>- Measure customer service, manage customer feedback, and resolve issues</li> </ul>
<b>Manage Supplier Relations</b>	<ul style="list-style-type: none"> <li>- Cultivate supplier relationships <ul style="list-style-type: none"> <li>• Define measurements and KPIs with supplier (examples include quality, delivery, sustainability, and cost)</li> <li>• Establish supplier management programs and partnerships</li> </ul> </li> <li>- Measure supplier performance and provide feedback <ul style="list-style-type: none"> <li>• Perform periodic supplier evaluation or audit (examples include quality plan, financials, processes, and governance)</li> <li>• Establish supplier development and improvement programs</li> <li>• Execute supplier remediation plan</li> <li>• Manage quality cases or claims</li> </ul> </li> </ul>

Topic	Details
<b>Manage Supply Chain Risk - 10%</b>	
Businesses today understand that risk is inherent within all supply chains. It is critical to understand the principles of risk management and be able to model, anticipate, and prevent risk events rather than merely respond when they occur.	
<b>Identify Risks (examples include supply disruption, supplier compliance, financial, intellectual, and cyber risks)</b>	
<b>Assess Impact, Timing, or Probability of Risks</b>	
<b>Determine Response to Mitigate Risks</b>	<ul style="list-style-type: none"> <li>- Perform contingency planning to minimize impact</li> <li>- Eliminate avoidable risks</li> <li>- Accept unavoidable risks</li> </ul>
<b>Execute and Evaluate Risk Response</b>	
<b>Evaluate and Optimize the Supply Chain - 8%</b>	
Competition requires that today's supply chains incorporate best practices, both internally and externally. This includes optimizing existing processes, as well as observing recognized initiatives, such as ethical sourcing, sustainable products and processes, and corporate responsibility and social values.	
<b>Optimize the Supply Chain Strategy</b>	<ul style="list-style-type: none"> <li>- Evaluate existing supply chain strategy</li> <li>- Redesign strategy for optimization</li> </ul>
<b>Optimize the Supply Chain Network and Processes</b>	<ul style="list-style-type: none"> <li>- Evaluate existing supply chain network and processes</li> <li>- Redesign network and processes for optimization</li> </ul>
<b>Embed Sustainability into the Supply Chain</b>	<ul style="list-style-type: none"> <li>- Incorporate triple bottom line (TBL)</li> <li>- Follow United Nations (UN) Global Compact guidelines</li> <li>- Utilize the Global Reporting Initiative (GRI) Standards</li> <li>- Adhere to social, environmental, safety, and quality accreditations and certifications</li> <li>- Develop sustainability metrics</li> </ul>
<b>Consider Emerging Trends (examples</b>	<ul style="list-style-type: none"> <li>- Understand various emerging trends</li> <li>- Assess the impact on current practices</li> </ul>



Topic	Details
include intelligent supply chain, Internet of Things (IoT), quantum computing, control towers, and blockchain)	- Incorporate changes as needed

## ASCM CSCP Sample Questions:

### Question: 1

Overall supply chain risk may be increased by implementing which of the following strategies?

- a) Single sourcing a product that makes the highest annual profit
- b) Outsourcing products that are not well suited to a company's operations
- c) Identifying multiple sources for a product with the potential for supply chain disruption
- d) Internally manufacturing products with high levels of technical intellectual property

**Answer: a**

### Question: 2

When determining lot sizes, consideration should be given to balancing which of the following costs?

- a) Quality costs and product costs
- b) Cost of goods sold (COGS) and indirect labor costs
- c) Unit sales price and unit cost
- d) Ordering costs and carrying costs

**Answer: d**

### Question: 3

Which of the following approaches typically would be most effective in increasing inventory velocity in a supply chain?

- a) Ensuring less idle time for inventory
- b) Adding capacity at bottlenecks
- c) Using faster modes of transportation
- d) Using third-party logistics firms

**Answer: a**

**Question: 4**

Which of the following measures would be most appropriate for trading partners to use to assess the delivery performance of the manufacturer of items built to forecast?

- a) Percentage of items shipped within the final assembly lead time.
- b) Revenue from orders shipped in a week.
- c) Percentage of orders shipped complete within 24 hours of their receipt.
- d) Number of items shipped within 24 hours of their receipt.

**Answer: c****Question: 5**

What is the primary role of marketing in supporting supply chain management?

- a) Selecting favored supplier partners
- b) Developing efficient customer channels
- c) Focusing on short-term forecasting accuracy
- d) Working with research and development on slow-moving products

**Answer: b****Question: 6**

Effective data acquisition for supply chain management requires:

- a) Establishment of market standards for forecasting accuracy.
- b) Establishment of a six-segment matrix classifying function and innovation.
- c) Identification of products that have market predictability.
- d) Identification of the proper supply chain profile for the product type.

**Answer: d****Question: 7**

A manufacturing company with limited competence in logistics plans to expand into an international market. The most appropriate initial action the company should take to serve the international market is to

- a) Engage a third-party logistics company.
- b) Gain logistics experience.
- c) Build a distribution network.
- d) Buy a distribution company

**Answer: a**

**Question: 8**

The most appropriate frequency for the sales and operations planning process typically is:

- a) Weekly.
- b) Monthly.
- c) Quarterly.
- d) Annually.

**Answer: b**

**Question: 9**

In a distribution network with decentralized ordering, where in the chain do you find the most variance in order quantity?

- a) Customer end of the chain
- b) Constant along the chain
- c) Middle of the chain, diminishing toward either end
- d) Raw materials end of the chain

**Answer: d**

**Question: 10**

A new manufacturing process produces waste water with higher levels of acidity than can be discharged. What can the organization do to solve this issue in a way that is also high on the waste hierarchy?

- a) Lobby to get the allowed acidity levels increased.
- b) Buy a base material on a waste exchange and combine the two to reduce acidity.
- c) Use a waste exchange to advertise acidic water as a possible raw material.
- d) Burn off the water as steam.

**Answer: c**

## Study Guide to Crack ASCM APICS Certified Supply Chain Professional CSCP Exam:

- Getting details of the CSCP syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the CSCP exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.

- Joining the ASCM provided training for CSCP exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the CSCP sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.
- Practicing on CSCP practice tests is must. Continuous practice will make you an expert in all syllabus areas.

### **Reliable Online Practice Test for CSCP Certification**

Make ProcessExam.com your best friend during your ASCM APICS Certified Supply Chain Professional exam preparation. We provide authentic practice tests for the CSCP exam. Experts design these online practice tests, so we can offer you an exclusive experience of taking the actual CSCP exam. We guarantee you 100% success in your first exam attempt if you continue practicing regularly. Don't bother if you don't get 100% marks in initial practice exam attempts. Just utilize the result section to know your strengths and weaknesses and prepare according to that until you get 100% with our practice tests. Our evaluation makes you confident, and you can score high in the CSCP exam.

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