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Exam : ACSCP

Title : American Certified Supply
Chain Professional
(ACSCP)

Version : DEMO

1. When an organization has trouble with internal factors that affect supply chain it is considered what?

- A. Microeconomic
- B. Macroeconomic
- C. No issue at all
- D. Competitor problem

Answer: A

Explanation:

Internal factors affecting the performance of an individual organization are most appropriately categorized as microeconomic factors. Microeconomic analysis focuses on decisions and conditions at the level of individual firms, customers, suppliers, products, markets, and resource allocations. Examples include a company's cost structure, production efficiency, workforce productivity, sourcing decisions, inventory policies, pricing, capacity, and internal process design. These variables differ fundamentally from macroeconomic conditions such as national inflation, interest rates, unemployment, exchange rates, and economy-wide energy costs.

The distinction is important in supply-chain diagnosis. If a problem results from internal purchasing processes, production inefficiency, excessive inventory, organizational structure, or company-specific resource constraints, management has considerably more direct control over corrective action. By contrast, macroeconomic disruptions generally require mitigation, adaptation, or hedging rather than direct elimination.

Economic and strategic literature commonly distinguishes external aggregate factors as macroeconomic and internal firm-specific factors as microeconomic.

Therefore, despite any answer that may have been selected during the recorded session, the technically correct answer to the wording shown in the video is A. Microeconomic.

Reference Topic: Supply Chain Strategy and Global Context — Microeconomic versus Macroeconomic Supply Chain Factors.

2. Coordination requires every stage of the supply chain to focus on

- A. the functional revenues for each supply chain member.
- B. the functional profits for each supply chain member.
- C. the functional costs for each supply chain member.
- D. supply chain surplus.

Answer: D

Explanation:

Effective supply-chain coordination requires individual organizations and functions to optimize total supply chain surplus, rather than independently maximizing their own revenue, profit, or cost measures. Supply chain surplus represents the total value created for the final customer minus the aggregate cost incurred across all stages to satisfy that demand.

Local optimization can produce decisions that appear beneficial to one participant while reducing end-to-end performance.

For example, a transportation function may minimize freight cost by consolidating shipments into large loads, but the resulting delays and higher inventory can increase total supply-chain cost. Likewise, a supplier may maximize its own margin through commercial terms that increase downstream inventory or distort replenishment behavior.

Coordination therefore requires incentives and decision rights to be structured so that actions improving

an individual participant's position also improve overall network economics. Established supply-chain coordination doctrine explicitly states that each stage should focus on the total supply chain surplus rather than merely its individual share.

This directly supports ACSCP's focus on integrated supply-chain management and organizational competitiveness.

Reference Topic: Supply Chain Strategy and Global Context — Supply Chain Coordination, Surplus, and End-to-End Optimization.

3. The practice of combining shipments for several retailers on the same truck is known as

- A. a milk run.
- B. a less than truckload shipment.
- C. a truckload shipment.
- D. an ASN.

Answer: A

Explanation:

A milk run is a transportation arrangement in which one vehicle follows a planned route involving multiple pickup or delivery locations rather than making a separate dedicated trip for each destination. Combining shipments for several retailers on the same truck is therefore a classic milk-run application.

The primary advantage is transportation consolidation. Individual retailer requirements may be too small to economically justify a dedicated truckload. Combining those requirements allows greater vehicle utilization while preserving relatively frequent deliveries. Milk runs can therefore reduce transportation cost per unit, lower individual shipment sizes, and support smaller inventory lots at downstream locations.

An LTL shipment refers more broadly to freight that does not occupy an entire trailer and is normally consolidated by an LTL carrier with other customers' freight. That is not the specific routing practice described here. A truckload shipment generally refers to a dedicated or sufficiently large shipment using an entire vehicle. An ASN—Advanced Shipping Notice—is an electronic information message advising the receiver about an incoming shipment; it is not a transportation route.

Milk-run design is particularly useful where several customers or suppliers are geographically clustered and demand regular, relatively small replenishment quantities.

Reference Topic: Transportation and Logistics — Milk Runs, Shipment Consolidation, and Route Design.

4. There are how many components to a supply chain information system (SCIS) database?

- A. 1
- B. 2
- C. 3
- D. 4

Answer: D

Explanation:

The appropriate answer is four. Within the supply-chain information-system framework relevant to this question, SCIS information is organized around four major supply-chain aspects: customer relationship management, supplier relationship management, logistical operations, and internal supply-chain management.

These four areas provide the information foundation required for integrated supply-chain operations.

Customer-related information supports demand visibility, order management, service, and market responsiveness. Supplier information enables sourcing, procurement, supplier evaluation, and inbound coordination. Logistics information supports inventory, warehousing, transportation, and fulfillment. Internal supply-chain information connects planning, manufacturing, resource management, and enterprise operations.

The importance of this architecture is integration. A supply-chain information system should not operate as an isolated logistics database; it must connect data generated by multiple functional and organizational relationships. That integrated information can then support transaction processing, management control, decision analysis, and strategic planning.

Supply-chain information-system instructional material explicitly identifies four different aspects: CRM, supplier relationship management, logistical operations, and internal supply-chain management.

Therefore, the correct numerical selection among the alternatives is D. 4.

Reference Topic: Technology, Analytics and Digital Transformation — Supply Chain Information Systems and Integrated Supply Chain Data.

5. You find out your chicken farmers in England are on the verge of a strike and you go to farmers in India to get your chickens to prevent a strike from hurting your bottom line.

You are exhibiting what part of SCM?

- A. Sustainability
- B. Proactive Approach
- C. Unification
- D. Legal Compliance

Answer: B

Explanation:

The organization is demonstrating a Proactive Approach because it identifies a potential supply disruption before the disruption actually prevents normal operations and takes preventive action by developing an alternative source.

A proactive supply-chain risk strategy differs from a purely reactive response. Instead of waiting for the strike to occur and then dealing with shortages, missed production, emergency purchases, or lost sales, management anticipates the threat and qualifies another supply source. This reduces exposure to a single supplier region and strengthens continuity.

The scenario therefore illustrates basic supply-chain resilience through supplier diversification and contingency sourcing. The company is effectively reducing dependency on the threatened English supply base by obtaining product from India before the disruption materially damages profitability.

Sustainability is not the primary issue because the scenario does not focus on environmental or social objectives. Legal compliance concerns adherence to applicable laws and regulations, while unification refers more broadly to integration. The defining behavior is anticipating a disruption and acting in advance.

AAPSCM's supply-chain framework emphasizes sourcing, supplier relationships, operational risk, and managing disruptions throughout the supply network.

Reference Topic: Risk Management, Compliance and Resilience — Proactive Risk Management and Alternative Sourcing.