

QUESTIONS & ANSWERS

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ISM

630-006

C.P.M. Module 2: Supply Environment

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Answer: B

QUESTION: 189

Which of the following should a buyer use when conducting price analysis? (Choose all that apply)

- A. An analysis of competitive proposals
- B. Comparisons with published prices
- C. Comparisons with historical prices
- D. Internal cost estimates

Answer: A, B, C, D

QUESTION: 190

With which of the following departments within its own organization should purchasing work MOST closely when performing supplier capability evaluations and site visits?

- A. Quality control
- B. Engineering
- C. Manufacturing
- D. Finance

Answer: A

QUESTION: 191

When (if ever) does a purchaser have the right to resell nonconforming goods and deduct reasonable sales costs from proceeds? (Choose all that apply)

- A. If the purchaser has paid for the goods and owns them
- B. If the purchaser has rejected the goods, and the supplier has not responded in a reasonable time
- C. If the purchaser has accepted the goods and then found them in nonconformance
- D. Never.

Answer: A, B

QUESTION: 192

Which of the following is NOT a technique for increasing minority business participation?

- A. negotiation
- B. expediting supplier payment
- C. establishing reasonable specifications
- D. cooperative purchasing

Answer: D

QUESTION: 193

Which of the following is the PRIMARY purpose of a trade association?

- A. To advance the cause of the profession
- B. To continually search for best practices in the industry
- C. To lobby for the interests of the industries represented
- D. To provide educational and research benefits to members

Answer: C

QUESTION: 194

What is the MOST important thing a purchasing manager should do when meeting with outside organizations?

- A. Make sure that all presentations are given in a professional manner
- B. Avoid any impression of impropriety
- C. Know as much about the audience as possible
- D. Take meeting notes and reviewing them with the legal department

Answer: B

QUESTION: 195

With which of the following does responsibility for resolving the cost aspects of a defective purchased product usually lie?

- A. The manufacturing manager.
- B. The financial manager.
- C. The purchasing manager.
- D. The accounting manager.

Answer: C



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