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**QUESTION: 96**

When quantitative data are being evaluated, a very small bias in a forecast can best be explained by which of the following statements?

- A. Positive forecast errors approximately offset negative forecast errors.
- B. The absolute values of all forecast errors were approximately equal.
- C. The variability of forecast data was skewed.
- D. A very small alpha factor was used.

**Answer: A**

**QUESTION: 97**

Which of the following actions would most likely lead to an achievable master production schedule?

- A. Minimizing changes in periods before the demand time fence
- B. Keeping safety stock for key subassemblies
- C. Limiting changes in periods after the planning time fence
- D. Committing to customer requested shipment dates

**Answer: A**

**QUESTION: 98**

Which of the following considerations is most important when selecting forecasting software?

- A. Cost of data storage
- B. Ability to forecast over multiple planning horizons
- C. Ability to forecast capacity requirements
- D. Computational speed

**Answer: B**

**QUESTION: 99**

Identification of performance problems in providing a high line-item service ratio provides an opportunity to:

- A. address imbalances in the customer order mix.
- B. improve order-promising information.
- C. redesign sales and marketing incentives.
- D. reduce customer-demanded delivery time.

**Answer:** B

**QUESTION:** 100

In an assemble-to-order environment, which of the following indicators is most appropriate for measuring the effectiveness of the master scheduling process?

- A. Customer order fill rate
- B. Number of stock outs
- C. Capacity utilization
- D. Aggregate inventory

**Answer:** A

**QUESTION:** 101

Which of the following issues is most likely to lead to the use of a short-term, rather than long-term, forecasting process?

- A. How to respond to a competitor's test marketing of a new product
- B. How to configure the supply chain to support a new market segment
- C. Whether to outsource a capital-intensive subassembly process
- D. Whether to take a price-leadership or a product-differentiation posture

**Answer:** A

**QUESTION:** 102

Distribution requirements planning would most directly interface with:

- A. capacity requirements planning.
- B. master planning.
- C. material requirements planning.
- D. warehouse facility planning.

**Answer: B**

**QUESTION: 103**

Which of the following functional objectives of a distribution system is most consistent with lower inventories?

- A. Low warehousing costs
- B. Low transportation costs
- C. Fast deliveries
- D. High customer service

**Answer: A**

**QUESTION: 104**

Using a trial and error approach is most effective in which of the following production planning strategies?

- A. Level
- B. Constant
- C. Chase
- D. Mixed

**Answer: D**

**QUESTION: 105**

An effective implementation of the sales and operations planning (S&OP) processes would typically result in the firm's ability to:

- A. increase its market share.
- B. position products in the marketplace.
- C. reduce budget variances.
- D. respond to new opportunities.

**Answer: D**

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