

In a Make to Order company, the following process initiates the process

- Purchasing
  - Invoicing
  - **Sales Order**
  - Request for Quote
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What is the primary difference between enterprise resources planning (ERP) and manufacturing resource planning (MRP 11)?

- ERP is computer-based. but MRP 11 is not
  - ERP includes manufacturing information only.
  - **ERP integrates additional business functions, including human resources, research and development logistics, and others,**
  - ERP provides a balance between production, marketing, and information technology
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Blanket Purchase Order from customer is used to

- Create a Blanket Quote
  - Blanket Opportunity
  - **Multi Release Sales Order**
  - Multi release MRP
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Which of these terms can be described as an estimate of future demand?

- Sales promotion
  - **Sales forecast**
  - Sales target
  - Sales quota
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Under which circumstances will firms generally make-to-stock?

- When many product options exist
  - When customers require special engineering
  - **when required delivery times are shorter than the time needed to make the product**
  - When demand is unpredictable
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A distributor provides customer service by improving which of the following market-driven factors

Design  
**Availability**  
Shelf life  
Quality

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Calculate the tax amount for a product with subsequent child taxes

A Vehicle is sold at 30.000 USD with 12% Sales Tax+0.5% Cess. Calculate the cess tax amount

- \$15000
  - **\$168.00**
  - \$155.00
  - \$162.00
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Which of the following manufacturing strategies is most appropriate when the customer is heavily involved in the product design?

- Make-to-order
  - Make-to-stock
  - **Engineer-to-order**
  - Assemble-to-order
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Materials management's overall concern is the balancing of which of the following?

- Demand and cost
  - Time and resources
  - **Priority and capacity**
  - Space and materials
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A fashion house has forecasted the next season's colours and styles. Distribution plans have been drawn up that send the majority of heavier items (e.g., sweaters) to distributors in colder regions, while a larger quantity of t-shirts and lighter fabric garments will be distributed in warmer regions. This is an example of what kind of manufacturing environment?

- Assemble-to-order
  - Make to order
  - Engineer to order
  - **Make to stock**
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Which department is responsible for an organization's cash flow and budgets

- **Finance**
  - Engineering
  - Operations
  - Marketing
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A person/organization reaching out with a enquiry is called as

- **LEAD**
  - Prospect
  - Contact
  - Enquirer
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Which department is responsible for satisfying marketplace demand

- Finance
  - Engineering
  - **Marketing**
  - Manufacturing
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What process suits for discrete manufacturing

- items used in the finished goods cannot be separated
  - Items are mixed in such a way that they product bi-products
  - **items used in the finished goods can be unbuilted and rebuilted with new components**
  - Items used get completed mixed up
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Which of the following is true of product costs?

- They are period costs
  - They are non- manufacturing costs
  - **They are with production**
  - They are allocated to the product
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RMA used to

- Receive items from vendor
  - Send quote to customer
  - **Receive returned items from the customer**
  - Ship the sales order
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If the result of a make-or-buy decision is to “buy”, a company might have a supplier provide a good or service rather than doing it internally.

Single-source

Multi-source

Sole-source

**Outsourcing**

When customer orders are received in a make-to-stock environment, they consume

- component inventory
  - work-in-process
  - raw materials
  - finished goods
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All the line items in a particular Sales Order or Quote should have the same

- Tax structure
  - Shipping location
  - Price
  - Customer
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The most common sequence for processing products in a supply chain is

- distributor retailer, supplier
  - manufacturer, customer, supplier
  - supplier, manufacturer customer
  - retailer, supplier, manufacturer
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Legal document between buyer and seller for defined products with a fixed price in a defined time

- Sales Agreement
  - Sales Order
  - Sales Contract
  - Sales Pipeline
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In a manufacturing company. Sales Order triggers

- Material purchase
  - Production of finished goods
  - Request for Quote preparation
  - All of the above
  - Only the first two options.
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