1. If a purchaser fails to consider volume discounts when negotiating with suppliers, what potential impact could this have on the overall procurement costs?

   A. The overall procurement costs could increase due to missed savings opportunities.
   B. The supplier would refuse to negotiate further.
   C. The purchaser would gain additional discounts from suppliers.
   D. The procurement costs would remain unchanged.

2. If a company imports a product into Canada that incurs duty, environmental tax, and GST, what would be the total tax liability on that product?

   A. Only duty would apply.
   B. All of the above taxes would be applicable.
   C. Only GST would apply.
   D. Only environmental tax would apply.

3. What is the primary function of the throttle position (TP) sensor in an automotive system?

   A. To assess the vehicle's speed.
   B. To monitor the position of the throttle valve.
   C. To control the fuel injection rate.
   D. To measure the engine temperature.

4. If a warehouse is experiencing issues with inadequate lighting affecting safety and efficiency, which lighting type should be prioritized for installation?

   A. HID lighting
   B. Neon lighting
   C. CFL lighting
   D. Incandescent lighting

5. A retail manager wants to answer the question "how many units should I have in stock this week if I want to be able to satisfy the demand at least 95% of the time?" Which of the following would be able to immediately provide the answer to this question (without any additional calculations, etc.)?

   A. Frequency table of weekly demand.
   B. Cumulative distribution function of weekly demand.
   C. Histogram of weekly demand.
   D. None of these responses contain the answer to her question.

6. Explain the role of taxes in the pricing of imported parts in Canada. How do these taxes affect the final price paid by the consumer?

   (A) They are absorbed by the retailer, having no effect on consumer prices.
   (B) They only apply to domestic products, not affecting imports.
   (C) They are added to the base price, increasing the final cost for the consumer.
   (D) They increase the cost of production, leading to higher retail prices.

7. If a company discovers an inventory error that overstates its inventory value, what immediate effect would this have on its financial statements?

   (A) Liabilities would increase
   (B) Reported profits would be overstated
   (C) Reported profits would be understated
   (D) Asset values would decrease

8. What is the primary purpose of the 'open to buy' budgeting method in inventory management?

   (A) To manage inventory purchases effectively and free up cash
   (B) To track employee performance in inventory handling
   (C) To determine the optimal pricing strategy for products
   (D) To increase sales revenue through aggressive pricing

9. Storage batteries should be charged in a well-ventilated area because _____.

   (A) they recharge faster in a well-ventilated space
   (B) they generate heat
   (C) of the toxic fumes they emit
   (D) they emit hydrogen

10. An advantage of the use of a wireless scanner in conjunction with a radio frequency identification tag over a UPC is its...

    (A) Lower hardware costs
    (B) Ability to scan a package without lifting it
    (C) Lower software costs
    (D) Neither

11. If a customer is purchasing a new brake pad, what related parts should a Parts Specialist consider offering?

    (A) Engine oil and filters.
    (B) Brake fluid and rotors.
    (C) Windshield wipers and headlights.
    (D) Neither

1070. Explain the difference between cash sales and account sales in the context of pricing strategies.

(A) Cash sales require immediate payment, while account sales allow deferred payment.

(B) Cash sales are only for retail, while account sales are for wholesale.

(C) Cash sales are always lower in price than account sales.

(D) Cash sales involve discounts, while account sales do not.

1071. If a customer returns a core and expects an immediate refund, how should the technician explain the company's policy to ensure customer satisfaction?

(A) The technician should inform the customer that refunds are not available for cores.

(B) The technician should assure the customer that they will receive an immediate refund.

(C) The technician should tell the customer that they must wait for a week for the refund.

(D) The technician should explain that refunds are processed after the inspection of the core.

1072. What is the primary goal of inventory optimization in a multi-item inventory system?

(A) Minimizing storage space

(B) Maximizing inventory turnover

(C) Increasing the number of items in stock

(D) Balancing inventory levels, costs, and service levels

1073. How is the order-up-to level (M) calculated in inventory management?

(A) $M = D \times (R - L)$

(B) $M = D - (R + L)$

(C) $M = D + R - L$

(D) $M = D \times (R + L)$

1074. In a scenario where a warehouse is experiencing delays in fulfilling orders, which aspect of order picking should be evaluated to improve efficiency?

(A) The number of employees working in the warehouse.

(B) The layout of the warehouse storage.

(C) The methods used for order picking, such as batch picking or zone picking.

(D) Neither

1075. What is the primary focus of special orders in the context of automotive parts?

(A) The inventory management of standard parts.
(B) The safety risks associated with parts handling.
(C) The need and procedure for special orders and/or handling charges.
(D) The training requirements for employees.

1076. Describe the difference between public and invitational bidding in the context of procurement.

(A) Public bidding is only for government contracts, while invitational bidding is for private contracts.
(B) Public bidding requires a formal invitation, while invitational bidding does not.
(C) Public bidding is less competitive than invitational bidding.
(D) Public bidding is open to all qualified suppliers, while invitational bidding is limited to selected suppliers.

1077. What type of meter would you use to measure the voltage supply to a dryer heating element?

(A) DMM set to VAC
(B) Loading Meter
(C) VMM
(D) Neither

1078. If a company implements a cycle inventory method, what impact might this have on their inventory accuracy compared to a physical inventory method?

(A) Cycle inventory will likely decrease accuracy due to more frequent counts.
(B) Cycle inventory has no effect on accuracy compared to physical inventory.
(C) Cycle inventory is less effective in identifying discrepancies than physical inventory.
(D) Cycle inventory may improve accuracy by providing regular updates on stock levels.

1079. In the terms 2/10 net 30, what does the 'net 30' signify?

(A) Payment must be made in cash only
(B) Interest is charged after 10 days
(C) A discount is available if paid within 10 days
(D) The total credit period is 30 days

1080. A Parts Technician finds that their On Hand stock is 150 units, On Order is 50 units, and Unfilled Demand is 80 units. Calculate the True Excess Stock using the provided formula.

(A) 50 units
(B) 120 units
(C) 80 units
(D) 150 units