

TEXAS A&M UNIVERSITY (TAMU) IDIS 340 MANUFACTURER DISTRIBUTOR RELATIONS EXAM 1 PRACTICE TEST (SAMPLE) STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

**VISIT US ONLINE FOR
THE FULL VERSION STUDY GUIDE**

<https://tamu-idis340exam1.examzify.com>



Copyright © 2026 by Examzify - A Kaluba Technologies Inc. product.

ALL RIGHTS RESERVED.

No part of this book may be reproduced or transferred in any form or by any means, graphic, electronic, or mechanical, including photocopying, recording, web distribution, taping, or by any information storage retrieval system, without the written permission of the author.

Notice: Examzify makes every reasonable effort to obtain accurate, complete, and timely information about this product from reliable sources.

SAMPLE

Table of Contents

Copyright	1
Table of Contents	2
Introduction	3
How to Use This Guide	4
Questions	5
Answers	8
Explanations	10
Next Steps	15

SAMPLE

Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

Questions

SAMPLE

- 1. Good Practices (supplier) include segmentation based on which measure?**
 - A. segmentation based on COGS by supplier
 - B. On-time delivery
 - C. Lead time
 - D. Quality and delivery completeness
- 2. Which factor captures how consistent delivery times are?**
 - A. On-time index
 - B. Lead time average
 - C. Lead time variability
 - D. Completeness index
- 3. What term describes an essential factor to reach and support customers and to manage production investments?**
 - A. Product design
 - B. Branding strategy
 - C. Geographic expansion
 - D. Distribution channel
- 4. Which of the following is a factor of the Customer Supplier Index?**
 - A. Quality rating
 - B. Product variety
 - C. Lead time average
 - D. Customer loyalty
- 5. What does MRP specifically focus on in manufacturing planning?**
 - A. Budgeting marketing campaigns
 - B. Determining material requirements to meet production schedules
 - C. Forecasting long-term strategic goals
 - D. Managing vendor-supplier relationships
- 6. Which statement represents a risk noted in alliances?**
 - A. Risk becoming dependent
 - B. Genuine commitment
 - C. Two-way communication
 - D. Enduring competitive advantage

7. Which of the following is listed as a Growth Driver?

- A. Buyer loyalty programs
- B. Integrated marketing campaigns
- C. Industry dynamics
- D. Channel partnerships

8. Which type of power relies on punishment for not complying?

- A. Coercive power relies on punishment for noncompliance
- B. Reward power offers benefits for altering behavior
- C. Expert power comes from special knowledge or ability
- D. Legitimate power is based on standards

9. Which of the following is not one of the three basic customer types?

- A. Retail
- B. OEM
- C. MRO
- D. Contractors

10. Which of the following is listed as a Good Practice (supplier) related to a cost measure?

- A. Segmentation by COGS
- B. ABC analysis
- C. Landed Cost (TCO)
- D. Combination Methodology

Answers

SAMPLE

1. A
2. C
3. D
4. C
5. B
6. A
7. C
8. A
9. A
10. C

SAMPLE

Explanations

SAMPLE

1. Good Practices (supplier) include segmentation based on which measure?

A. segmentation based on COGS by supplier

B. On-time delivery

C. Lead time

D. Quality and delivery completeness

Segmenting suppliers by spend, specifically the COGS each supplier contributes, drives where you focus your sourcing efforts. When a supplier represents a large share of total cost, they become high-impact partners whose pricing, terms, risk management, and collaboration have the biggest effect on overall performance. This makes them a priority for strategic relationship management, joint improvement initiatives, and closer governance. Metrics like on-time delivery, lead time, and quality are essential for monitoring performance within any segment, but they describe how a supplier performs rather than how you should categorize suppliers in the first place. So, basing segmentation on COGS by supplier best identifies where to invest relationship-management resources.

2. Which factor captures how consistent delivery times are?

A. On-time index

B. Lead time average

C. Lead time variability

D. Completeness index

Deliveries' consistency is about how much the delivery times vary from order to order. The factor that captures that variation is lead time variability. When lead times are tight and don't change much, delivery times are predictable and consistent. If some orders take much longer than others, variability is high and consistency suffers. Think of it in practice: two suppliers might both average five days to deliver, but one delivers every order within four to six days, while the other ranges from three to ten days. The second has higher lead time variability, meaning less predictable delivery times. Other metrics describe related ideas but not this specific one. The on-time index tells you how often deliveries arrive on or before the promised date, which relates to punctuality, not the spread of times. Lead time average tells you the typical or central lead time, not how much those times swing. Completeness index looks at whether orders arrive complete, not how long they take to arrive. Lead time variability is the measure that directly reflects the consistency of delivery times.

3. What term describes an essential factor to reach and support customers and to manage production investments?

A. Product design

B. Branding strategy

C. Geographic expansion

D. Distribution channel

Reaching customers efficiently and aligning production with demand hinges on how goods are delivered and supported in the market. The distribution channel is the pathway that moves products from producer to customer and includes the network of intermediaries, direct sales, online platforms, service providers, and after-sales support. This channel determines market coverage, service levels, and where inventory is placed, which in turn drives how much and where you invest in production and logistics. In contrast, product design focuses on features and functionality, branding strategy shapes awareness and image, and geographic expansion is about entering new markets—each important, but they don't define the delivery mechanism and the corresponding production planning as directly as the distribution channel does.

4. Which of the following is a factor of the Customer Supplier Index?

- A. Quality rating
- B. Product variety
- C. Lead time average**
- D. Customer loyalty

The main idea is that the Customer Supplier Index focuses on how well a supplier performs in delivering quickly and predictably to the customer. Lead time average directly measures how long it takes to receive an order after it's placed, and that timing is central to customer planning, inventory control, and satisfaction. A shorter, more consistent lead time means fewer stockouts, less expediting, and a smoother supply chain, all of which lift the CSI. Quality rating, while important for overall performance, reflects defect levels rather than speed and reliability of delivery. Product variety relates to assortment rather than how fast orders are fulfilled. Customer loyalty is an outcome of good service rather than a direct supplier-delivery metric used in the CSI. So the average lead time best captures the timing aspect that the CSI evaluates.

5. What does MRP specifically focus on in manufacturing planning?

- A. Budgeting marketing campaigns
- B. Determining material requirements to meet production schedules**
- C. Forecasting long-term strategic goals
- D. Managing vendor-supplier relationships

Material requirements planning focuses on determining what materials are needed, in what quantities, and when, to meet the production schedule. It integrates the master production schedule, bill of materials, and current inventory with supplier lead times to compute precise material purchases or production orders. The goal is to have the right components available exactly when they're needed, avoiding stockouts and excess inventory. This is distinct from budgeting marketing campaigns, which is about demand generation and finances; from forecasting long-term strategic goals, which looks at broader planning horizons; and from managing vendor-supplier relationships, which involves supplier performance and contracts, not the day-to-day calculation of material needs for production.

6. Which statement represents a risk noted in alliances?

- A. Risk becoming dependent**
- B. Genuine commitment
- C. Two-way communication
- D. Enduring competitive advantage

Alliances create interdependence between partners, which can become a risk when one side grows too dependent on the other for critical resources, market access, or revenue. That kind of dependence can limit flexibility and bargaining power, making a partner vulnerable if the other party faces problems, changes strategy, or ends the relationship. In a manufacturer-distributor alliance, hinging too much on a single distributor for sales or on a single supplier for products can leave the company exposed if that partner underperforms or alters terms. The other options describe positive aspects or outcomes of alliances—genuine commitment and two-way communication strengthen partnerships, while enduring competitive advantage is a potential benefit, not a risk.

7. Which of the following is listed as a Growth Driver?

- A. Buyer loyalty programs
- B. Integrated marketing campaigns
- C. Industry dynamics
- D. Channel partnerships

Growth drivers are broad forces that create opportunities for expansion in a market. Industry dynamics fit this because it describes how the external environment—demand trends, competitive moves, regulatory changes, and technology adoption—is evolving. When these dynamics shift in ways that favor growth (for example, rising demand, faster technology adoption, or changes that reduce competitive barriers), they open new markets and ways to reach customers, guiding where and how firms should invest. In contrast, buyer loyalty programs, integrated marketing campaigns, and channel partnerships are important tools and tactics. They help you execute and capitalize on growth, but they don't by themselves set the overall growth trajectory of the industry.

8. Which type of power relies on punishment for not complying?

- A. Coercive power relies on punishment for noncompliance
- B. Reward power offers benefits for altering behavior
- C. Expert power comes from special knowledge or ability
- D. Legitimate power is based on standards

Coercive power relies on punishment for not complying. It works by creating fear of negative consequences—such as penalties, discipline, or loss of privileges—to push someone to follow directives. This can yield quick compliance, but it often harms trust and long-term motivation if overused. Reward power, by contrast, motivates through positive incentives for changing behavior; expert power comes from specialized knowledge or skills that earn credibility; legitimate power rests on formal authority or established rules.

9. Which of the following is not one of the three basic customer types?

- A. Retail
- B. OEM
- C. MRO
- D. Contractors

In this context, the three primary customer types are OEMs, MRO buyers, and Contractors. An OEM customer buys parts to manufacture or assemble end products. MRO buyers purchase supplies for the maintenance, repair, and ongoing operations of equipment and facilities. Contractors buy materials for installation or project work. Retail, on the other hand, targets end consumers or resale through consumer channels and isn't typically classified as one of the main B2B customer segments in distributor strategies. Therefore, Retail is not one of the three basic customer types.

10. Which of the following is listed as a Good Practice (supplier) related to a cost measure?

- A. Segmentation by COGS
- B. ABC analysis
- C. Landed Cost (TCO)**
- D. Combination Methodology

The main idea is that cost measurement from a supplier's practice should reflect every cost tied to getting and owning the product, not just the sticker price. Landed cost, also known as total cost of ownership, does this by including the purchase price plus all additional costs needed to bring the product to use: freight or shipping, duties and taxes, insurance, handling, brokerage, receiving and warehousing, and any financing or carrying costs until it's ready to be used. Because it captures the full financial impact across the supply chain, it lets you compare supplier options on a true total-cost basis rather than just unit price, leading to smarter sourcing decisions. Other options are more about internal cost classification or inventory management rather than a supplier-centered cost measure. Segmentation by COGS focuses on internal cost structure of products, ABC analysis classifies items by importance for inventory control, and combination methodologies are vague and not tied to a specific, comprehensive cost measure from the supplier perspective. So landed cost (total cost of ownership) best aligns with a Good Practice related to measuring overall costs.

SAMPLE

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

<https://tamu-idis340exam1.examzify.com>

We wish you the very best on your exam journey. You've got this!

SAMPLE