



Иностранный язык в профессиональной деятельности.dor_СПО_24-110-С_К(по) МДК без ИМ_240627

- 1 What is one primary role of a distribution center?
- 2 How does a distribution center help in reducing costs?
- 3 What advantage does a dark store offer during a pandemic?
- 4 How long does it typically take for an automation system in a distribution center to pay for itself?
- 5 What is one economic benefit of distribution centers mentioned in the lecture?
- 6 ... is a method by which people make deals and settle differences. During this process, the parties seek mutually beneficial solutions.
- 7 What is one of the key operations involved in the grouping of goods at a distribution center?
- 8 An automation system for a distribution center could help solve the following two problems: the first one is costs and the second one, a very common problem, is
- 9 Put these stages of negotiations in the correct order, as described in the lecture:
- 10 Match the following negotiation phrases with the stages of negotiation where they can be used:
- 11 Read the text and answer the question. There's only one correct answer. Text: You are a logistics manager preparing for a quarterly meeting with a key supplier to discuss the terms of a new contract for the upcoming year. You are using HIT method to prepare for the meeting. Question: Which option is an example of 'have to have'?
- 12 Part of supply chain management is ... management
- 13 Logistics may have an internal focus, which is ... logistics.
- 14 What is the primary objective of logistics management?





- 15 Which of the following is NOT a component of logistics according to the text?
- 16 In logistics, what is the difference between inbound and outbound logistics?
- 17 What is one of the main functions of a logistician?
- 18 What must be done in case of a dispute over the quality of goods between suppliers and storekeepers?
- 19 Match the beginnings of the sentences with the endings:
- 20 Arrange the following phrases in the order you will use them in the claim letter:
- 21 Which of the following is a goal of production logistics?
- 22 ... is a big concern in a warehouse setting. All employees need to follow procedures to avoid accidents. Injuries and fatalities occur when employees are not careful.
- 23 Read the sample letter below and answer the question. There's only one correct answer. Letter: Dear Supplier, Subject: Issues with Recent Shipments I am writing to bring to your attention some issues we have encountered with recent shipments from your company. Quality Concerns: We have noticed that over 10% of the products in the shipments received on March, 24, did not meet our quality standards. Delivery Delays: Orders placed in February were delivered late, causing disruptions in our supply chain. We request that you investigate these matters and inform us of the steps you will take to address them. We value our partnership and hope to resolve these issues swiftly. Thank you for your prompt attention. Sincerely, John Question: This letter is an example of what kind of business letter?
- 24 What is a significant benefit of using a Warehouse Management System (WMS) in real-time?
- 25 What does the principle "more demand – closer to the passage" imply for warehouse organization?
- 26 Which of the following is NOT a storage method mentioned for preserving the quality and aesthetic appearance of goods?
- 27 What should be done if a warehouse reaches 85% utilization?
- 28 Which technology is NOT mentioned as a method used by barcode scanners?





- 29 Each ... is a unique combination of lines. The arrangement of the lines of varying widths relays coded product information.
- 30 The ... system is an equally important element of the WMS. It contains updated information about materials moving through various tracking points.
- 31 In warehouses of wholesale and small-scale trade, goods are most often laid out by In storage areas there are sections for small and large products. Large, medium and small cells with different shapes and depths are specially designed.
- 32 Match the beginnings of sentences with their endings:
- 33 Arrange the following stages of item flow in the correct order:
- 34 Read the text and answer the question below. Text: The teacher asked the student what role technology plays in optimizing warehouse logistics. Question: What would be the best answer for this question?
- 35 Which of these is not an existing barcode type?
- 36 What must companies do to ensure unique identification of their products?
- 37 Why must barcodes on consumer units inside outer cases not be scannable through the outer packaging?
- 38 What must be done if the packaging material of a consumer unit changes significantly?
- 39 Which barcode is required for pallets and other transport units?
- 40 Scanners used to read labels on ... units, for example, pallets, are designed to read GS1-128 barcodes.
- 41 The minimum height of the bars of the barcode must be ... mm.
- 42 There are various rules applicable to ... — items that could be sold at a retail point of sale — and when their barcodes should be changed or remain unaltered.
- 43 The barcode should be placed on small cylindrical products ...
- 44 The ... Trade Item Number Management Standard is designed to help industry make consistent decisions about the unique identification of trade items in open supply chains.





- 45 It is recommended to apply ... barcodes directly to the outer packaging.
- 46 Arrange the following steps in the process of barcode scanning in order:
- 47 Match the following terms related to barcode system with their definitions:
- 48 Read the text and answer the question. Text: One of the products that your company makes has been changed. Precisely, its packaging was made cheaper by using a different material. This doesn't affect the final weight of the product, and the price of the product also doesn't change. Question: Do you need to change the existing barcode of the product?
- 49 Match the following negotiation phrases with the stages of negotiation where they can be used:
- 50 Put these stages of negotiations in the correct order, as described in the lecture:
- 51 At stage 4, bringing negotiations to a mutually beneficial outcome, it is necessary to discuss terms, conditions, offer extra benefits, services and discounts, and resolve controversial issues. You should try to reach a ... that benefits all concerned.
- 52 Match cultural traditions with the country:
- 53 A well-organized logistics system in a distribution center reduces ... at every stage, from receiving goods to distributing them at retail outlets
- 54 Which of the following is NOT a function of distribution centers?
- 55 What is a dark store?
- 56 What are the two directions that logistics optimization should be based on, according to the lecture?
- 57 Which of the following is an advantage of having direct links with suppliers through distribution centers?
- 58 ... centers are warehouses for storing goods and products, both in small volumes and in larger amounts. They serve as hubs for solving logistics problems related to inventory management and storage of goods on the way to retail chains.
- 59 Match the phrases with goals these phrases can help you achieve:
- 60 Put the following parts of an email into the correct order:





- 61) What is the term for the process that involves procurement, transformation, and distribution of products?
- 62) What does logistics re-engineering primarily focus on?
- 63) Sellers most frequently make ... on buyers because of default of payment.
- 64) Business letters are usually ... in style.
- 65) Match the beginnings of the sentences with the endings:
- 66) Who is responsible for the life cycle and supply chain operations of various products?
- 67) What are the two primary goals of production logistics?
- 68) What are the two main elements of a modern Warehouse Management System (WMS)?
- 69) What is a primary function of a warehouse?
- 70) What storage method involves laying out each incoming batch separately, while a variety of goods can be in one block?
- 71) What does the addressable storage system in a warehouse help to achieve?
- 72) Why is it wiser to aim for 80% of a warehouse's storage capacity instead of 100%?
- 73) ... capacity refers to the usable space available in your warehouse for inventory. This includes areas used to store merchandise, load / unload goods, and fulfill orders, among other things.
- 74) ... capacity means the amount of utilized space in your warehouse as a percentage of the total usable storage space.
- 75) Establish correspondence between concepts and their definitions:
- 76) Arrange these parts of information letter in the correct order:
- 77) Match the beginnings of sentences with their ends:
- 78) Arrange the following steps in the process of barcode scanning in order:
- 79) Arrange the following parts of a product label into the correct order they appear:





- 80 ... zones are the clear spaces to the left and right of each barcode are very important as they are used by the scanner to determine where the barcode starts and finishes.
- 81 If the product is a ... unit (a product that will not be sold at a retail point of sale), any of the GS1 barcodes may be used.
- 82 The scanners at the retail point of sale designed to read ... zones are the clear spaces to the left and right of each barcode are very important as they are used by the scanner to determine where the barcode starts and finishes.
- 83 That type of barcode should be used for traded units ...
- 84 Match the following terms related to barcode system development:
- 85 What do different widths of bars and spaces in a barcode represent?
- 86 What is the purpose of a Global Trade Item Number (GTIN) in a barcode?
- 87 When is additional information such as expiry dates or batch numbers included in a barcode?
- 88 Match the barcode type and its definition:
- 89 Read the dialogue and answer the question. There's only one correct answer. Dialogue: Lisa: "And for the tradeables, we've agreed on a two-year contract instead of one, which should give us stability and better terms overall." John: "Correct. In return, we'll feature your company in our marketing materials and campaigns. We also agreed to be flexible on the return policy, extending it to 45 days." Lisa: "That covers everything we discussed. This new contract addresses all our key concerns and should be beneficial for both parties. Thank you for being so cooperative, John." John: "Thank you, Lisa. We're looking forward to a successful partnership." Question: What stage of negotiations is this dialogue from?
- 90 Answer the question. There's only one correct answer. Question: Why is it important to understand the client's business and industry before negotiations?





- 91) Read the sample letter below and answer the question. There's only one correct answer. Letter: Dear Company ABC, Subject: Request for Compensation We write to address service issues encountered during our recent shipment booked with your company. 1. Delayed Delivery: The shipment arrived 8 days late, resulting in missed deadlines and financial losses. 2. Damaged Goods: Several items were damaged upon arrival, totaling \$10,000 in losses. 3. Missing Items: 3 items listed in the bill of lading were not included in the shipment, causing inventory shortages. Attached are relevant documents detailing the losses incurred. We request compensation totaling \$25,000 for the above issues. We trust you will promptly address this matter to maintain our positive business relationship. Thank you for your attention. Sincerely, John Goodman Question: This letter is an example of what kind of business letter?
- 92) Read the sample letter below and answer the question. There's only one correct answer. Letter: Dear Company ABC, Subject: Concern Regarding Recent Shipment I hope this letter finds you well. I am writing to bring to your attention an issue we encountered with a recent shipment handled by your company on March, 26. Unfortunately, upon receiving the shipment, we discovered several discrepancies that have caused disruption to our operations. These include inaccuracies in the inventory count, as well as damages to some of the goods received. As a valued partner, we trust that you will look into this matter promptly and take appropriate measures to prevent such occurrences in the future. We appreciate your attention to this concern and look forward to resolving it amicably. Thank you for your cooperation. Sincerely, Logistics Manager Question: What is missing from this complaint letter?
- 93) Read the text and answer the question. Text: Here's some data about a warehouse. You need to calculate its capacity. Warehouse dimensions: 200 ft x 400 ft Space that cannot be used to store inventory (office, bathroom, loading docks, staff break rooms, etc.): 15,000 sq. ft Usable height (clearance height, considering space for overhead fixtures, lights, etc.): 25 ft Question: What is the capacity of this warehouse?





- 94) Read the sample letter and answer the question. John Doe Operations Manager ABC Solutions 789 Industrial Drive Chicago, IL 60601 Subject: Request for Detailed Information on Warehouse Management Systems Dear Mr. Doe, I am writing to request detailed information regarding your warehouse management systems. XYZ Logistics is currently evaluating new systems to enhance our inventory tracking capabilities, and we believe ABC Solutions can provide valuable insights. Specifically, we are interested in the following information: System features and capabilities Implementation process and timeline Cost and support services We would appreciate receiving this information by June 15, 2024, as it is crucial for our decision-making process. Thank you for your attention to this matter. Please contact me at (555) 123-4567 or info@xyzlogistics.com if you need further details. We look forward to your prompt response. Sincerely, Jane Smith Logistics Manager Question: What is missing from this information letter?
- 95) Read the text and answer the question. Text: There's a small amount of weight added to the product but it is predicted that it will not affect any of its handling within the supply chain. Question: Do you need to change the existing barcode of the product?
- 96) Read the sample letter and answer the question. Sample letter: XYZ Logistics 123 Warehouse Lane Springfield, IL 62701 info@xyzlogistics.com (555) 123-4567 May 30, 2024 John Doe Operations Manager ABC Solutions 789 Industrial Drive Chicago, IL 60601 Subject: Inquiry About Logistic Services John, I need some information about the logistic services you offer. We're looking for new partners to fix our supply chain, and I guess ABC Solutions might work. Specifically, I need details on:
- 97) Read the sample letter and answer the question. Sample letter: XYZ Logistics 123 Warehouse Lane Springfield, IL 62701 info@xyzlogistics.com (555) 123-4567 May 30, 2024 John Doe Operations Manager ABC Solutions 789 Industrial Drive Chicago, IL 60601 Subject: Inquiry About Logistic Services John, I need some information about the logistic services you offer. We're looking for new partners to fix our supply chain, and I guess ABC Solutions might work. Specifically, I need details on: Freight forwarding Warehousing and storage Inventory management systems Also, what's your pricing? And are there any discounts for long-term contracts? Send us a detailed proposal ASAP. Thanks. Looking forward to your quick response. Jane Smith Logistics Manager XYZ Logistics Question: This business letter doesn't follow all the rules of business correspondence. Which rule does it violate?





- 98 Read the sample letter and answer the question. Sample letter: XYZ Logistics 123 Warehouse Lane Springfield, IL 62701 info@xyzlogistics.com (555) 123-4567 May 30, 2024 John Doe Operations Manager ABC Solutions 789 Industrial Drive Chicago, IL 60601 Subject: Inquiry About Logistic Services John, I need some information about the logistic services you offer. We're looking for new partners to fix our supply chain, and I guess ABC Solutions might work. Specifically, I need details on: Freight forwarding Warehousing and storage Inventory management systems Also, what's your pricing? And are there any discounts for long-term contracts? Send us a detailed proposal ASAP. Thanks. Looking forward to your quick response. Jane Smith Logistics Manager XYZ Logistics Question: This business letter doesn't follow all the rules of business correspondence. Which rule does it violate?

