

# Certified in Logistics, Transportation and Distribution (CLTD) Practice Test (Sample)

## Study Guide



**Everything you need from our exam experts!**

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**SAMPLE**

# Table of Contents

<b>Copyright</b> .....	<b>1</b>
<b>Table of Contents</b> .....	<b>2</b>
<b>Introduction</b> .....	<b>3</b>
<b>How to Use This Guide</b> .....	<b>4</b>
<b>Questions</b> .....	<b>5</b>
<b>Answers</b> .....	<b>8</b>
<b>Explanations</b> .....	<b>10</b>
<b>Next Steps</b> .....	<b>16</b>

# 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

- 1. The crossover point formula is useful for what type of analysis?**
  - A. Calculating shipping weights**
  - B. Determining fixed costs**
  - C. Comparing the costs of different options**
  - D. Evaluating market demand**
- 2. What is the significance of the duty in Delivered Duty Paid (DDP) terms?**
  - A. The seller pays the destination port fees**
  - B. The buyer is responsible for duties at delivery**
  - C. The seller bears all duties and taxes until delivery**
  - D. No duties apply under DDP terms**
- 3. What is a term for a container or trailer placed on a flatcar for transportation?**
  - A. Double-deck**
  - B. Piggyback**
  - C. Roll-on, roll-off**
  - D. Consolidated freight**
- 4. On average, what percentage of a firm's total logistics spend is managed by traffic managers?**
  - A. 40%**
  - B. 50%**
  - C. 60%**
  - D. 70%**
- 5. What is a general rule for including or omitting an entire echelon from a logistics network?**
  - A. It needs to be cost-effective**
  - B. It must add value to the business model**
  - C. It should minimize freight charges**
  - D. It has to increase customer satisfaction**

- 6. What is the primary focus of order management in logistics?**
- A. Cost reduction**
  - B. Efficient resource allocation**
  - C. Planning, directing, and controlling customer and manufacturing orders**
  - D. Inventory accuracy**
- 7. What is the recommended reporting framework for sustainability called?**
- A. Sustainability Development Goals**
  - B. Environmental Reporting Initiative**
  - C. Global Reporting Initiative's G4 Sustainability Reporting Guidelines**
  - D. Sustainable Business Framework**
- 8. What is one of the six options for returned items that focuses on minimizing waste?**
- A. Lend**
  - B. Recycle**
  - C. Sell**
  - D. Store**
- 9. The actual value inventory approach assigns value to inventory based on which of the following?**
- A. Units Sold**
  - B. Cost of Production**
  - C. Lots**
  - D. Market Demand**
- 10. Which calculation is critical for managing inventory turnover?**
- A. Days inventory outstanding**
  - B. Order fulfillment cycle time**
  - C. Weeks supply**
  - D. Net requirements**



## **Answers**

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

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## **Explanations**

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**1. The crossover point formula is useful for what type of analysis?**

- A. Calculating shipping weights**
- B. Determining fixed costs**
- C. Comparing the costs of different options**
- D. Evaluating market demand**

The crossover point formula is particularly useful in cost analysis, specifically for comparing the costs associated with different logistics options or alternatives. This formula helps a business identify the point at which the total costs of two different options are equal, allowing for an effective comparison to make informed decisions. By analyzing fixed and variable costs of various logistics strategies, companies can determine which option will be more cost-effective as certain volumes or production levels change. Determining fixed costs, calculating shipping weights, and evaluating market demand do not directly utilize the crossover point since they focus on distinct aspects of logistics or business metrics rather than the comparative analysis of multiple options' costs.

**2. What is the significance of the duty in Delivered Duty Paid (DDP) terms?**

- A. The seller pays the destination port fees**
- B. The buyer is responsible for duties at delivery**
- C. The seller bears all duties and taxes until delivery**
- D. No duties apply under DDP terms**

In Delivered Duty Paid (DDP) terms, the significance of the duty is that the seller takes on the responsibility for all duties and taxes applicable to the goods until they are delivered to the buyer. This means that the seller is obligated to arrange for and pay all costs associated with transporting the goods to the agreed destination, including import duties and taxes that may be incurred in the buyer's country. This arrangement provides a high level of convenience for the buyer, as they do not have to navigate customs procedures or worry about additional fees upon delivery. Instead, the seller handles the entire process, ensuring that the buyer receives the goods as agreed with all charges prepaid. The seller's assumption of this risk and responsibility is a hallmark of DDP, making it an attractive option for buyers seeking a seamless purchasing experience. The other options reflect misunderstandings of DDP terms. While the seller does indeed manage payments and logistics, it's specifically the duties and taxes that the seller covers under this arrangement, highlighting the complete accountability they have up to the point of delivery.

**3. What is a term for a container or trailer placed on a flatcar for transportation?**

- A. Double-deck**
- B. Piggyback**
- C. Roll-on, roll-off**
- D. Consolidated freight**

The term that describes a container or trailer placed on a flatcar for transportation is "Piggyback." This method combines truck and rail transport, allowing a truck trailer or container to be loaded onto a flatcar, which can then be transported over long distances by train. This system takes advantage of the efficiency and cost-effectiveness of rail transport for long-haul journeys while preserving the flexibility of road transport for final delivery. "Piggyback" not only facilitates more efficient logistics by leveraging both transportation modes but also reduces the overall carbon footprint of freight transportation by optimizing load capacities. The use of rail for the middle segment of the journey can lower transportation costs and increase throughput, making it beneficial from both economic and environmental perspectives. The other terms provided refer to different concepts in transportation and logistics. For example, "Roll-on, roll-off" pertains to ships that allow vehicles to drive on and off, primarily used for transporting vehicles across water. "Double-deck" typically refers to container configurations or vehicle transports that stack two levels high. "Consolidated freight" relates to combining multiple shipments from different suppliers into one load to reduce shipping costs, which does not specify the method of transport like piggyback does.

**4. On average, what percentage of a firm's total logistics spend is managed by traffic managers?**

- A. 40%**
- B. 50%**
- C. 60%**
- D. 70%**

Traffic managers play a crucial role in overseeing the movement of goods and managing transportation costs within a firm. On average, they are responsible for managing around 60% of a firm's total logistics spend. This significant percentage highlights the importance of efficient traffic management in overall logistics operations. The reason traffic managers handle such a substantial portion of logistics spending is due to their involvement in negotiating freight rates, selecting carriers, and optimizing transportation routes. Effective traffic management can lead to cost savings, improved service levels, and enhanced supply chain efficiency, making it a central focus for logistics professionals. While the other percentages provided may illustrate varying levels of logistics management responsibilities, they do not accurately reflect the typical share of spend managed directly by traffic managers, which is why the focus is on the 60% figure.

**5. What is a general rule for including or omitting an entire echelon from a logistics network?**

- A. It needs to be cost-effective**
- B. It must add value to the business model**
- C. It should minimize freight charges**
- D. It has to increase customer satisfaction**

In determining whether to include or omit an entire echelon from a logistics network, a fundamental consideration is whether that echelon adds value to the overall business model. This means that any component of the logistics network should contribute positively to the mission and objectives of the organization. If an echelon does not enhance the value proposition—such as improving service levels, reducing cycle times, or providing better inventory management—it may not be justified. While cost-effectiveness, freight charges, and customer satisfaction are important factors in logistics decision-making, they are more specific to particular scenarios rather than being the overarching principle. A logistics network must align with the strategic goals of the business, and therefore, value addition is paramount in driving decisions related to the structure and functionality of the logistics system. If an echelon does not provide significant value, it could be considered for removal, regardless of its impact on costs, freight charges, or perceived customer satisfaction in isolation.

**6. What is the primary focus of order management in logistics?**

- A. Cost reduction**
- B. Efficient resource allocation**
- C. Planning, directing, and controlling customer and manufacturing orders**
- D. Inventory accuracy**

The primary focus of order management in logistics is centered on planning, directing, and controlling customer and manufacturing orders. This encompasses the processes involved in ensuring that orders are fulfilled accurately and efficiently from the point of order capture through to delivery. Effective order management includes coordinating activities such as order processing, inventory management, and shipment scheduling, which are critical for maintaining high levels of customer satisfaction and operational efficiency. By focusing on these aspects, organizations can streamline their operations, reduce delays, and optimize the flow of goods through the supply chain. This not only enhances the overall customer experience but also contributes to better inventory control and resource allocation, though those aspects are outcomes of effective order management rather than its primary focus. Hence, the emphasis on planning, directing, and controlling the orders reflects its strategic role in logistics.

**7. What is the recommended reporting framework for sustainability called?**

- A. Sustainability Development Goals**
- B. Environmental Reporting Initiative**
- C. Global Reporting Initiative's G4 Sustainability Reporting Guidelines**
- D. Sustainable Business Framework**

The Global Reporting Initiative's G4 Sustainability Reporting Guidelines are recognized as a comprehensive framework for organizations aiming to report on their sustainability performance. This framework provides standardized guidelines that help organizations disclose their economic, environmental, social, and governance impacts in a systematic way. Following the G4 guidelines allows companies to communicate their sustainability efforts transparently and effectively to stakeholders, which is essential for maintaining trust and accountability. The G4 guidelines also emphasize the importance of stakeholder inclusiveness, sustainability context, and materiality—the crucial principles that guide organizations in identifying what to report. This structured approach aids businesses in comparing their performance against peers and industry standards, facilitating informed decision-making and strategic improvements regarding sustainability practices. Understanding the purpose and benefits of the G4 guidelines situates them as the preferred reporting framework. Other options, such as the Sustainability Development Goals or the Environmental Reporting Initiative, provide relevant frameworks but do not offer the same specific guidance for comprehensive sustainability reporting as the G4 guidelines. Additionally, the Sustainable Business Framework does not focus on reporting specifically, but rather on a broader approach to integrating sustainability into business strategy.

**8. What is one of the six options for returned items that focuses on minimizing waste?**

- A. Lend**
- B. Recycle**
- C. Sell**
- D. Store**

The focus on minimizing waste in the context of returned items highlights the importance of recycling as an effective strategy. Recycling involves processing materials that are no longer needed into new products, thus reducing the amount of waste sent to landfills. This method not only conserves resources by reusing materials but also lessens the environmental impact associated with producing new goods from virgin materials. In contrast, lending refers to temporarily sharing items rather than handling returns, which does not directly address waste management. Selling returned items may generate revenue but does not necessarily minimize waste if those items are not reused or repurposed. Storing returns involves holding onto unwanted products, which can lead to excess inventory and further waste without effectively using or disposing of those items. Therefore, recycling stands out as a proactive approach to reduce waste and ensure that materials are repurposed in a sustainable manner.

**9. The actual value inventory approach assigns value to inventory based on which of the following?**

- A. Units Sold**
- B. Cost of Production**
- C. Lots**
- D. Market Demand**

The actual value inventory approach assigns value to inventory based on the cost of the actual items in inventory. This means that the value reflects the precise costs incurred to produce or acquire those specific units, rather than generalized estimations or market fluctuations. When considering the options, focusing on lots aligns with the accurate accounting of inventory because it involves recognizing the specific batch or group of items produced or acquired at a distinct cost. Each lot may have different costs associated due to variations in production expenses, purchasing conditions, or other factors affecting pricing. In contrast, the other options involve broader analyses: units sold pertain to sales performance but do not directly inform the value of remaining inventory; cost of production looks at the expenses involved in making goods but does not consider variations in actual inventory held; market demand is more related to pricing strategies than to the intrinsic cost basis required for accurately valuing inventory. Hence, the choice of lots captures the essential approach of tying inventory value directly to the actual costs of those specific items in stock.

**10. Which calculation is critical for managing inventory turnover?**

- A. Days inventory outstanding**
- B. Order fulfillment cycle time**
- C. Weeks supply**
- D. Net requirements**

Days inventory outstanding (DIO) is a critical calculation for managing inventory turnover because it reflects the average number of days that inventory is held before it is sold. This metric provides insights into how efficiently a company is managing its stock and converting inventory into sales. A lower DIO indicates a quicker turnover of products, suggesting effective inventory management and strong sales performance. Conversely, a higher DIO may indicate overstocking or slow-moving inventory, which can tie up capital and increase holding costs. In the context of inventory turnover, understanding DIO helps businesses make informed decisions about purchasing, restocking, and overall inventory strategies. It facilitates the analysis of sales patterns and the optimization of inventory levels to align with demand, ultimately enhancing operational efficiency and profitability. While the other calculations, such as order fulfillment cycle time, weeks supply, and net requirements are important for various aspects of supply chain management, they do not specifically measure the efficiency of inventory turnover in the same direct manner as days inventory outstanding. Each of those metrics serves different purposes in inventory management, such as understanding fulfillment processes or projecting future inventory needs.



## 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](mailto:hello@examzify.com).**

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

**<https://cltd.examzify.com>**

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