

# L5M7 Reliable Test Materials, L5M7 Exam Consultant



## L5M7 NEGOTIATION COMPLETE GUIDE TO CIPS LEVEL 5 MODULE



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### CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Understand Measures Required to Achieve Competitive Advantage in Supply Chains: This section of the exam measures the skills of Strategic Sourcing Specialists and focuses on achieving and maintaining competitive advantage through strategic supply chain practices. It assesses knowledge of how organizations can leverage cost leadership or differentiation strategies to outperform competitors. Candidates are expected to understand pricing mechanisms such as fixed and variable pricing, open book costing, and risk</li> <li>reward arrangements that drive efficiency and transparency. The section also includes cost reduction techniques like supplier rationalization, value analysis, and negotiation strategies that enhance profitability. Finally, it examines collaborative approaches such as partnership sourcing, building supplier trust, and managing relationship life cycles to ensure long-term strategic advantages within the supply chain.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Understand Improvement Methodologies that Can Be Used in Supply Chains: This section of the exam measures the skills of Procurement Managers and focuses on the tools and methodologies used to enhance supply chain performance and efficiency. It highlights the principles of total quality management (TQM), including quality assurance and inspection, and their role in ensuring product and process consistency. Candidates must understand how to use statistical methods such as KPIs, data analysis, and Six Sigma to drive continuous improvement. The section also explores lean thinking, agile processes, Just-in-Time (JIT) systems, and the 5S methodology as frameworks for optimizing operations. Furthermore, it covers the application of business process re-engineering (BPR) and benchmarking to evaluate and redesign supply processes for better performance and competitiveness.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Understand the Dynamics of Supply Chains: This section of the exam measures the skills of Supply Chain Analysts and covers the foundational understanding of how supply chains operate, interact, and add value to organizations. It examines the differences between supply chains, supply networks, and supply chain management while exploring the concept of supplier tiering and network sourcing. Candidates are expected to understand how effective supply chain management improves quality, reduces costs and lead times, and fosters innovation while mitigating risks. Additionally, this section emphasizes the connection between an organizational infrastructure, culture, and process management in achieving efficient supply chains. It also compares various improvement approaches, including collaborative and competitive models, outsourcing, offshoring, and global procurement.</li> </ul>

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### CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q26-Q31):

#### NEW QUESTION # 26

Freddie, a Procurement Professional, is reviewing supply chain risks. He believes all risks should be eliminated. Is this correct?

- A. Yes - create risk assessments for each supplier
- B. No - prevent risks where possible but tolerate low-level risks
- C. Yes - all supply chain risks must be removed
- D. No - awareness only is required

**Answer: B**

Explanation:

Risk management seeks to prevent and mitigate major risks, while tolerating low-impact risks when elimination isn't feasible.

Short cited extract: "Low-level risks can be tolerated if likelihood and impact are minimal." (L5M7 Study Guide, p.49)

Reference: CIPS L5M7 Study Guide, p.49.

#### NEW QUESTION # 27

Which of the following is an example of exceeding customers' expectations? Select TWO.

- A. A customer orders an item online and it is delivered on the expected day
- B. The price is lower than the customer expected to pay
- C. Providing a free gift when a purchase is made
- D. Providing the item desired in a different colour

**Answer: B,C**

Explanation:

Meeting expectations (B) is not exceeding them. Exceeding is demonstrated by unexpected extra values such as lower-than-expected price or a free add-on. Short extract: "exceeding expectations-delighting customers with additional/unexpected value." (L5M7 Study Guide, p.121) Reference: L5M7 Study Guide, p.121.

#### NEW QUESTION # 28

When implementing Business Process Re-engineering (BPR), which should be the first step?

- A. Establish customer requirements
- B. Appoint a process owner
- C. Identify and prioritise improvement opportunities
- D. Analyse and document the existing process

**Answer: B**

Explanation:

BPR begins by appointing a process owner-a responsible individual to lead and oversee change before analysis or redesign begins.

Short cited extract: "Step one of BPR - appoint a process owner to take accountability." (L5M7 Study Guide, p.169)  
Reference:CIPS L5M7 Study Guide, p.169.

### NEW QUESTION # 29

According to the Supply of Goods and Services Act (1982), which of the following is not a legal description of quality?

- A. Fit for purpose
- **B. Free from all defects**
- C. Safety
- D. Durability

**Answer: B**

Explanation:

The Act defines quality as products being fit for purpose, as described, safe, and durable. It does not guarantee freedom from every defect.

Short cited term: "fit for purpose, safe, durable - but not free from all defects." (L5M7 Study Guide, relevant section on statutory quality standards) Reference:CIPS L5M7 Study Guide, Quality and Legislation section (Domain 2.1).

### NEW QUESTION # 30

For items viewed as Strategic/Critical (high supply risk and high value), which sourcing strategy is best?

- A. Competitive bidding
- **B. Partnership or alliance approach**
- C. Outsourcing
- D. Arm's-length relationship with supplier

**Answer: B**

Explanation:

The Kraljic Matrix recommends partnership/alliances for strategic items to secure continuity, innovation, and joint value creation. Short cited term: "strategic items ... partnership" (L5M7 Study Guide, p.84).

Reference:CIPS L5M7 Study Guide, p.84.

### NEW QUESTION # 31

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