



Topic 1	<ul style="list-style-type: none"> <li>• <b>Understand Capacity Planning and Control in Logistics Management:</b> This section of the exam measures the skills of Operations Planners and focuses on the techniques and systems used to manage capacity, demand, and resource planning across logistics activities. It explains how organizations balance planning with real-time control, adjust to fluctuating demand, and schedule workloads effectively. Candidates are expected to understand capacity concepts, constraints, demand forecasting, capacity measurement, and different planning approaches such as level planning, chase demand strategies, and demand management methods. The section also examines the use of technology in capacity planning, particularly Materials Requirements Planning (MRP), MRP II, ERP systems, master production scheduling, inventory data, and bills of materials, while recognizing the limitations of these tools. Finally, it covers the role of reverse logistics, emphasizing the handling of customer returns, the development of return policies, and how returned items are reintegrated into the supply chain.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>Analyse the Role and Activities of Logistics Management:</b> This section of the exam measures the skills of Logistics Managers and covers the essential concepts, functions, and strategic importance of logistics within modern supply chains. It explains what logistics is, how its key elements work together—such as transportation, warehousing, inventory, packaging, information flow, and security—and how these components support procurement, production, distribution, after-sales processes, and product disposal. The section explores how logistics integrates with broader supply chain management and introduces the idea of total logistics and total cost thinking, showing how multimodal transport and pipeline inventory contribute to efficiency. Candidates must understand how logistics creates competitive advantage by aligning operations with business strategy, managing customer service levels, measuring service quality, and recognizing its financial impact. This heading also evaluates the increasing role of technology in logistics, including barcoding, RFID, e-fulfilment systems, warehouse management systems, automated data capture, and the integration of digital tools across the logistics network.</li> </ul>

## CIPS Logistics Management Sample Questions (Q46-Q51):

### NEW QUESTION # 46

Martin Christopher argues that Competitive Advantage is formed through the management of which THREE aspects?

- A. Customer
- B. Cost
- C. Competitors
- D. Creditors
- E. Company

**Answer: A,C,E**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Martin Christopher's Three Cs model emphasises achieving competitive advantage through balancing and managing the Company, Customer, and Competitors. These must be aligned to deliver superior value and sustained differentiation. (Reference: CIPS L5M10 Study Guide, Christopher's Three Cs model, p. 59)

### NEW QUESTION # 47

Which governing body is responsible for the creation and management of Incoterms rules?

- A. World Trade Organization
- B. International Labour Organization
- C. United Nations
- D. International Chamber of Commerce

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Incoterms are published and maintained by the International Chamber of Commerce (ICC) to define buyer /seller responsibilities for delivery, risk, and costs under international sales contracts. (Reference: CIPS L5M10 Study Guide,

Incoterms governance, p. 7)

**NEW QUESTION # 48**

A Transport Management System (TMS) comprises several functions. Which of the following is NOT one of these?

- A. Planning and decision-making
- **B. Fleet maintenance**
- C. Transport execution
- D. Measurement and reporting

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Core TMS functions typically include: planning & decision-making (e.g, carrier/route selection), transport execution (e.g, tendering, dispatch), transport follow-up/visibility, and measurement & reporting (KPIs).

Fleet maintenance is generally a separate fleet/asset management function, not a standard TMS core function.

(Reference: CIPS L5M10 Study Guide, TMS functions, p. 91)

**NEW QUESTION # 49**

Terry manages a warehouse stocking electronics and has a pilferage (theft) issue. Which of the following would help reduce this issue?

- A. Warehouse Management System
- B. Paperless communication with suppliers
- **C. RFID tags**
- D. Additional breaks for staff

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

RFID tagging supports item-level identification and can trigger alarms at controlled exit points, helping deter and detect theft. While a WMS improves control and accuracy, RFID directly addresses shrinkage through automated detection. (Reference: CIPS L5M10 Study Guide, RFID uses-waste and pilferage reduction, p.

23)

**NEW QUESTION # 50**

Whether a company should implement a Lean or Agile supply chain should be considered as part of which organisational document?

- A. Logistic plan
- B. Operational plan
- **C. Strategic plan**
- D. Tactical plan

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Choosing Lean vs. Agile is a long-term, structural design decision and is addressed in strategic planning.

Tactical and operational plans translate strategy into mid- and short-term actions. (CIPS L5M10 Study Guide, p. 100)

**NEW QUESTION # 51**

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