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2025 L6M9 Reliable Cram Materials 100% Pass | Professional Free L6M9 Sample: Supply Network Design

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CIPS Supply Network Design Sample Questions (Q49-Q54):

NEW QUESTION # 49

Scenario:

Five manufacturing organisations are working with different products and using various operational strategies. Each product aligns with a category from the Boston Consultancy Group (BCG) Matrix, and each organisation is implementing a specific operational strategy. For each organisation, select the correct Product Type and Operational Strategy.

Organisation	Product Type (Drag & Drop Options)	Operational Strategy (Drag & Drop Options)
Organisation 1	(Drop here)	(Drop here)
Organisation 2	(Drop here)	(Drop here)
Organisation 3	(Drop here)	(Drop here)
Organisation 4	(Drop here)	(Drop here)
Organisation 5	(Drop here)	(Drop here)

Product Type (BCG Matrix)	Operational Strategy
Star	Total Quality Management
Problem Child	Six Sigma
Dog	Lean
Cash Cow	Business Process Reengineering

Answer:

Explanation:

Organisation	Product Type (Drag & Drop Options)	Operational Strategy (Drag & Drop Options)
Organisation 1	(Drop: Problem Child	Total Quality Management
Organisation 2	(Drop: Cash Cow	(Drop: Lean
Organisation 3	(Drop h: Star	(Drop: Six Sigma
Organisation 4	(Drop h: Star	Business Process Reengineering
Organisation 5	(Drop: Dog	Total Quality Management

Product Type (BCG Matrix)	Operational Strategy
Star	Total Quality Management
Problem Child	Six Sigma
Dog	Lean
Cash Cow	Business Process Reengineering

Explanation:

A screenshot of a product description AI-generated content may be incorrect.

Organisation	Description	Product Type	Operational Strategy
Organisation 1	New product with small market share but high potential for growth. Long-term commitment to quality improvement and infrastructure investment.	Problem Child	Total Quality Management
Organisation 2	Market leader with no room for further growth. High profit margin due to economies of scale and waste elimination.	Cash Cow	Lean
Organisation 3	High market share with high growth potential. Requires heavy investment to sustain success. A specialist team focuses on innovation and waste reduction.	Star	Six Sigma
Organisation 4	Low ROI, low market share, low growth potential. Organisation is considering discontinuation and restructuring operations.	Dog	Business Process Reengineering
Organisation 5	Difficult to manage product, but sales are increasing. Facing heavy competition, so the organisation is implementing a process technology strategy involving all staff and departments.	Problem Child	Total Quality Management

NEW QUESTION # 50

Maxi Ltd is a medium-sized manufacturing organisation in the automotive industry that creates engines for cars. It has traditionally worked well with its suppliers, with strong relationships and regular meetings. There are currently around 15 suppliers who provide parts to Maxi Ltd.

Due to changing customer demands, Maxi Ltd will, from next month, modify the manufacturing of some of its products. Product X is being made more environmentally friendly, with output of CO₂ being reduced by 32%. The product will take longer to produce, but there will be no additional cost to customers for this.

Maxi Ltd are considering outsourcing the manufacturing of Product Y as it is not a product which is routinely ordered by customers. This will allow Maxi Ltd to focus on other products which generate higher revenues for the company. The concern within the Board of Directors is that if demand increases for this product, an outsourced company may not be able to cope with higher numbers of orders.

Product Z is an extremely popular item and oftentimes Maxi Ltd does not have the capacity to fulfil all orders. Consideration has been given to increasing the size of the factory, but this has been discarded as risky as demand is not guaranteed. The product has been available on the marketplace for a short amount of time and sales are continuing to increase, but the company believes this will soon plateau. To deal with current demand, the marketing team is working on campaigns to invite customers to make orders for this product at certain times of the year when product X is not being created in the factory.

This means resources can be reallocated to the creation of product Z.

What capacity strategy is being used for product Z?

- A. Lag
- B. Demand smoothing
- C. Incremental
- D. Lead

Answer: B

Explanation:

The marketing team is encouraging customers to make orders at specific times of the year, when product X is not being produced, to better allocate resources. This is a classic example of demand smoothing, where businesses adjust demand patterns to match available capacity. (LO 1.3)

NEW QUESTION # 51

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This means resources can be reallocated to the creation of product Z.

What area of the product lifecycle is product Z in?

- A. Introduction
- B. Decline
- C. Maturity
- D. Growth

Answer: D

Explanation:

Product Z has been available for a short amount of time, and sales are still increasing. Since the demand is growing but has not yet stabilized, it is in the growth stage of the product lifecycle. (LO 2.2)

NEW QUESTION # 52

A car manufacturing organisation organises formal, regular meetings with its tier one suppliers for the purpose of collaborating on improvements and changes to the final product. What is this arrangement known as?

- A. Supplier association
- B. Supplier improvement project
- C. Supplier focus group
- D. Supplier forum

Answer: A

Explanation:

This is a supplier association-the key clue in the question is "formal, regular meetings."

* A supplier improvement project would be a one-off initiative rather than ongoing formal meetings.

* A supplier forum is more informal than what is described in the question.

* A supplier focus group meets to discuss specific topics rather than engaging in regular collaboration on improvements.

(See p.191)

NEW QUESTION # 53

What is the purpose of supplier development?

- A. To add value to the supply chain
- B. To lower prices, which will increase the profit margin
- C. To ensure that there are no logistics or delivery issues within the supply chain
- D. To reduce the number of suppliers upon which a business would become dependent

Answer: A

Explanation:

The primary goal of supplier development is to add value to the supply chain, not just to reduce costs.

* Option A is incorrect because supplier development is not solely about cost reduction-it also focuses on quality and efficiency.

* Option B is incorrect because reducing suppliers is not always the goal; sometimes businesses want a wider supplier base.
* Option D is incorrect because no system can eliminate logistics risks entirely—there will always be uncertainties.
(See LO 1.1, p.2)

NEW QUESTION # 54

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