

L5M7 Schulungsmaterialien & L5M7 Dumps Prüfung & L5M7 Studienguide



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CIPS L5M7 Prüfungsplan:

Thema	Einzelheiten
Thema 1	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.
Thema 2	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.

Thema 3	• 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 • 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.
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CIPS L5M7 Quizfragen Und Antworten - L5M7 Prüfungsvorbereitung

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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) L5M7 Prüfungsfragen mit Lösungen (Q46-Q51):

46. Frage

A marketplace which is described as a 'red ocean' has which of the following characteristics?

- A. No competition
- **B. Highly competitive**
- C. Easy to enter
- D. Lots of substitute products available

Antwort: B

Begründung:

A Red Ocean market is highly competitive with many firms fighting for market share, leading to price wars and reduced margins.

Short cited term: "red ocean = intense competition and saturated market." (L5M7 Study Guide, p. 179) Reference: CIPS L5M7 Study Guide, p. 179.

47. Frage

Which of the following describes an Adhocracy organisational structure? Select TWO.

- **A. Low levels of centralisation**
- B. Highly formalised structure
- C. Highly documented routine processes
- **D. Can respond quickly to change**
- E. Has a vertical structure where managers maintain control

Antwort: A,D

Begründung:

An adhocracy is flexible, decentralised, and able to respond rapidly to change, though it may lack formal control systems.

Short cited term: "low formalisation, high adaptability" (L5M7 Study Guide, p. 64).

Reference: CIPS L5M7 Study Guide, p. 64.

48. Frage

A Cost Leader is able to lower the price of an item or material within the marketplace. Is this true?

- A. No - a cost leader has no influence on market price
- B. Yes - they are able to lower prices but not increase them
- **C. Yes - they set a price standard as well as lowering prices**
- D. No - a cost leader holds the largest market share and never reduces prices

Antwort: C

Begründung:

A Cost Leader determines the market price standard and can influence both price reductions and increases.

Their efficiency allows them to lead pricing trends.

Short cited term: "cost leader sets price standard in market." (L5M7 Study Guide, p. 179) Reference: CIPS L5M7 Study Guide, p. 179.

49. Frage

RIDDOR statistics provide information on which of the following?

- **A. Health and safety**
- B. Conformance with specification
- C. Speed of production
- D. Financial standing

Antwort: A

Begründung:

RIDDOR (Reporting of Injuries, Diseases and Dangerous Occurrences Regulations) relates to health and safety performance measurement-tracking workplace incidents and compliance.

Short cited extract: "RIDDOR statistics relate to health and safety reporting." (L5M7 Study Guide, p. 141) Reference: CIPS L5M7 Study Guide, p. 141.

50. Frage

Which of the following is an example of Variable Pricing?

- **A. A wholesaler offers a discount when a customer buys more than 100 units.**
- B. A retailer holds a January sale.
- C. A restaurant offers student discounts.
- D. A cleaning firm charges more when demand increases.

Antwort: A

Begründung:

Variable Pricing changes the unit price based on quantity purchased; larger volumes trigger discounts.

Short cited term: "price varies with quantity ordered." (L5M7 Study Guide, pp. 188-191) Reference: CIPS L5M7 Study Guide, pp. 188-191.

51. Frage

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