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## L5M7 NEGOTIATION COMPLETE GUIDE TO CIPS LEVEL 5 MODULE

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## CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q51-Q56):

### NEW QUESTION # 51

Plastic Fantastic Ltd manufactures plastic homeware. Customers can return used products to the retailer, who passes them back to the manufacturer for reprocessing. What type of supply chain is this?

- A. Forward Loop Supply Chain
- B. **Closed Loop Supply Chain**
- C. Open Loop Supply Chain
- D. Manufacturing Supply Chain

**Answer: B**

Explanation:

A Closed Loop Supply Chain reintroduces used products into the supply process for reuse, recycling, or remanufacturing, closing the product's lifecycle.

Short cited term: "closed loop - materials re-enter supply chain" (L5M7 Study Guide, pp. 5-6).

Reference: CIPS L5M7 Study Guide, pp. 5-6.

### NEW QUESTION # 52

Which of the following could explain why an organisation chooses to outsource a function?

- A. Culture
- B. Globalisation
- C. Control
- D. Quality

**Answer: D**

Explanation:

Outsourcing can improve quality when a specialist provider performs the activity better than in-house teams.

Short cited extract: "Outsourcing to specialist providers can enhance quality and performance." (L5M7 Study Guide, p. 94)

Reference:CIPS L5M7 Study Guide, p. 94.

### NEW QUESTION # 53

A supply chain that has evolved to include multiple layers of interdependence on members both upstream and downstream is commonly known as what?

- A. A Supply Web
- B. A Supply Net
- C. A Supply Network
- D. A Supply Stream

**Answer: C**

Explanation:

The guide distinguishes a simple chain from a "supply network," emphasising multi-tier interdependencies.

Short extract: "supply networks reflect multiple interdependent tiers." (L5M7 Study Guide, p.4) Reference:L5M7 Study Guide, p.4.

### NEW QUESTION # 54

Which of the following is an example of a Capital Expenditure for a private healthcare facility?

- A. Medicine
- B. Cleaning Products
- C. Nurse's Salary
- D. MRI Machine

**Answer: D**

Explanation:

Capital expenditure (CapEx) covers long-term investments such as equipment or infrastructure that deliver value over time e.g., MRI scanners. Operating costs (OpEx) include salaries and consumables.

Short cited extract: "CapEx - major assets and equipment; OpEx - running costs such as wages." (L5M7 Study Guide, Domain 3.2)

Reference:CIPS L5M7 Study Guide, Domain 3.2.

### NEW QUESTION # 55

Which type of relationship seeks greater commitment and preferential treatment through exclusivity?

- A. Outsourcing
- B. Adversarial
- C. Single-sourcing
- D. Partnership

**Answer: C**

Explanation:

Single-sourcing builds exclusive, strategic relationships with one supplier to secure priority service and joint improvement opportunities.

Short cited extract: "Single-sourcing - exclusivity to gain stronger commitment and collaboration." (L5M7 Study Guide, p. 81)

Reference:CIPS L5M7 Study Guide, p. 81.

## NEW QUESTION # 56

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