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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> 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.
Topic 2	<ul style="list-style-type: none"> 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.
Topic 3	<ul style="list-style-type: none"> 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.

100% Pass Quiz High Pass-Rate CIPS - L5M7 - Achieving Competitive Advantage Through the Supply Chain (L5M7) Vce Free

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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q56-Q61):

NEW QUESTION # 56

What are some disadvantages to a multi-sourcing strategy in a supply chain? Select TWO.

- A. Possibility of having surplus stock
- B. Inconsistency in quality
- C. Relationships are more transactional
- D. Less dependency on one supplier

Answer: A,B

Explanation:

Multi-sourcing can increase inventory/duplication and create quality inconsistency between sources. Reduced dependency (C) is an advantage, and (D) is a neutral characteristic rather than a disadvantage. Short extract: "multiple sources may lead to duplication/stock and variable quality." (L5M7 Study Guide, p.6) Reference: L5M7 Study Guide, p.6.

NEW QUESTION # 57

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 # 58

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

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

Answer: D

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 # 59

Deborah discovers her company uses a multi-sourcing strategy. Which could be a reason for this?

- A. It maintains competition between suppliers
- B. It provides flexibility to suppliers
- C. It ensures prices are low
- D. It shows loyalty to the supplier

Answer: A

Explanation:

Multi-sourcing maintains competition and reduces dependency, promoting better pricing and performance from suppliers.

Short cited extract: "Multi-sourcing maintains competitive tension between suppliers." (L5M7 Study Guide, p. 70) Reference:CIPS L5M7 Study Guide, p. 70.

NEW QUESTION # 60

Tom, a Procurement Manager, is initiating a Supplier Rationalisation project. What should he complete first to direct the project?

- A. Introduce Six Sigma
- B. Conduct SWOT Analysis
- C. Perform Spend Analysis
- D. Implement Total Quality Management

Answer: C

Explanation:

A Spend Analysis identifies where money is spent and with which suppliers - vital to determine consolidation opportunities before rationalising the base.


Short cited term: "Spend analysis precedes supplier rationalisation." (L5M7 Study Guide, p. 203) Reference:CIPS L5M7 Study Guide, p. 203.

NEW QUESTION # 61

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