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## CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q64-Q69):

### NEW QUESTION # 64

Which of the following is an example of Variable Pricing?

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

**Answer: C**

Explanation:

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.

### NEW QUESTION # 65

Why would a company use a Process Mapping Technique? Select TWO.

- A. To assist with budgeting
- B. To establish what is currently happening and why
- C. To identify where waste and inefficiency exist
- D. To increase market share

**Answer: B,C**

Explanation:

Process mapping visually defines how processes operate, revealing inefficiencies, duplication, and waste, and clarifies the current process flow and responsibilities.

Short cited term: "identifies inefficiencies and highlights process waste" (L5M7 Study Guide, p. 73).

Reference: CIPS L5M7 Study Guide, p. 73.

### NEW QUESTION # 66

What is Business Process Re-engineering (BPR)?

- A. Comparison of business strengths and weaknesses
- B. Refinancing of a company
- C. Repositioning a company in its market segment
- D. A strategy that analyses workflow to find efficiencies

**Answer: D**

Explanation:

BPR examines and redesigns workflows and processes to remove waste and maximise efficiency and customer value.

Short cited extract: "BPR - radical review of workflows to achieve major efficiency improvements." (L5M7 Study Guide, p. 111)

Reference: CIPS L5M7 Study Guide, p. 111.

### NEW QUESTION # 67

Supplier vetting is a form of which type of quality management system?

- A. Six Sigma
- B. Quality inspection
- C. Quality assurance
- D. Lean

**Answer: C**

Explanation:

Quality assurance (QA) is proactive, including activities such as supplier approval/vetting; inspection is reactive sampling of outputs.

Short extract: "QA-proactive systems e.g., supplier approval; inspection- sampling outputs." (L5M7 Study Guide, p. 123)

Reference: L5M7 Study Guide, p. 123.

### NEW QUESTION # 68

Long runs, stable product design, and inventory buffers are objectives of which business function?

- A. Logistics
- B. Sales
- C. Manufacturing
- D. Sourcing

**Answer: C**

Explanation:

Manufacturing objectives emphasise efficiency through long production runs, stable design, and inventory buffering to ensure continuity of output.

Short cited term: "manufacturing - long runs and inventory buffer." (L5M7 Study Guide, p. 36) Reference: CIPS L5M7 Study Guide, p. 36.

## NEW QUESTION # 69

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