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CIPS L5M10 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • Understand Capacity Planning and Control in Logistics Management: This section of the exam measures the skills of Operations Planners and focuses on the techniques and systems used to manage capacity, demand, and resource planning across logistics activities. It explains how organizations balance planning with real-time control, adjust to fluctuating demand, and schedule workloads effectively. Candidates are expected to understand capacity concepts, constraints, demand forecasting, capacity measurement, and different planning approaches such as level planning, chase demand strategies, and demand management methods. The section also examines the use of technology in capacity planning, particularly Materials Requirements Planning (MRP), MRP II, ERP systems, master production scheduling, inventory data, and bills of materials, while recognizing the limitations of these tools. Finally, it covers the role of reverse logistics, emphasizing the handling of customer returns, the development of return policies, and how returned items are reintegrated into the supply chain.
Topic 2	<ul style="list-style-type: none"> • Analyse the Role and Activities of Logistics Management: This section of the exam measures the skills of Logistics Managers and covers the essential concepts, functions, and strategic importance of logistics within modern supply chains. It explains what logistics is, how its key elements work together—such as transportation, warehousing, inventory, packaging, information flow, and security—and how these components support procurement, production, distribution, after-sales processes, and product disposal. The section explores how logistics integrates with broader supply chain management and introduces the idea of total logistics and total cost thinking, showing how multimodal transport and pipeline inventory contribute to efficiency. Candidates must understand how logistics creates competitive advantage by aligning operations with business strategy, managing customer service levels, measuring service quality, and recognizing its financial impact. This heading also evaluates the increasing role of technology in logistics, including barcoding, RFID, e-fulfilment systems, warehouse management systems, automated data capture, and the integration of digital tools across the logistics network.

CIPS Logistics Management Sample Questions (Q84-Q89):

NEW QUESTION # 84

Strategic planning is long-term planning, usually over 5-10 years in the future. Is this sentence correct?

- A. Yes - strategic plans have more detail than short-term plans
- B. No - long-term plans are tactical rather than strategic
- **C. Yes - the longer the strategic plan, the less detail it will include**
- D. No - strategic plans detail the objectives of the organisation over the upcoming year

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Strategy deals with long-term direction and typically contains broad objectives with lower detail; tactical (mid-term) and operational (short-term) plans add specificity and detail. Therefore, longer-horizon strategic plans contain less operational detail than short-term plans. (Reference: CIPS L5M10 Study Guide, Planning horizons-strategic/tactical/operational, pp. 99-100)

NEW QUESTION # 85

Blue Toes Inc. conducts a Cost-to-Serve analysis and identifies customer "Pink Nose" as low-cost-to-serve and high-value. Which strategy should they apply?

- A. Cost engineer
- **B. Protect**
- C. Danger zone
- D. Build

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The Customer Profitability Matrix (Christopher, 1998) identifies "Protect" for high-value, low-cost-to-serve accounts - focusing on retention and maintaining satisfaction.

(Reference: CIPS L5M10 Study Guide, Customer Profitability Matrix, p. 62)

NEW QUESTION # 86

Which governing body is responsible for the creation and management of Incoterms rules?

- A. United Nations
- **B. International Chamber of Commerce**
- C. International Labour Organization
- D. World Trade Organization

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Incoterms are published and maintained by the International Chamber of Commerce (ICC) to define buyer/seller responsibilities for delivery, risk, and costs under international sales contracts. (Reference: CIPS L5M10 Study Guide, Incoterms governance, p. 7)

NEW QUESTION # 87

Triple 0 Logistics is a new company using Competitive Strategy to stand out. Which of the following is an example of Service as a Business Strategy?

- A. Provision of 100% electric vehicles
- **B. Using a flexible distribution system allowing customers to pick delivery times**
- C. Reduction in non-value-added tasks
- D. Optimisation of packaging

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

A service-based strategy focuses on improving customer convenience and satisfaction. Offering flexible delivery slots enhances service differentiation. Electric fleets relate to quality; packaging optimisation/reduction address cost strategy.

(Reference: CIPS L5M10 Study Guide, Service and cost strategies, p. 54)

NEW QUESTION # 88

Paul is a Warehouse Manager of plumbing supplies. He is planning to change the layout by placing fast-moving items near the front, slower further back, and rarely used items in separate storage. What type of system is Paul using?

- **A. FSN analysis**
- B. ABC analysis
- C. HML analysis
- D. VED analysis

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

FSN groups items by movement speed: Fast-moving, Slow-moving, Non-moving. It's used to position stock for efficient access and handling based on usage frequency. (CIPS L5M10 Study Guide, p. 147)

NEW QUESTION # 89

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