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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	- 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	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	• 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.
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ExamDiscuss is fully aware of the fact that preparing successfully for the CIPS L5M7 exam in one go is a necessity because of the expensive registration fee. For applicants like you, success in the Achieving Competitive Advantage Through the Supply Chain (L5M7) exam on the first attempt is crucial to saving money and time. Our Free CIPS L5M7 Exam Questions will help you decide fast to buy the premium ones.

CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q41-Q46):

NEW QUESTION # 41

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

- A. Cleaning Products
- B. Nurse's Salary
- C. Medicine
- **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 # 42

Which of the following is a disadvantage of Just-In-Time (JIT) Manufacturing?

- A. It is expensive to implement
- B. There is less waste produced
- **C. You cannot obtain economies of scale**
- D. Inventories are wasteful and expensive

Answer: C

Explanation:

JIT removes stockholding benefits, meaning firms lose economies of scale from bulk ordering. Each order is small and frequent.

Short cited term: "JIT limits bulk economies due to reduced inventory." (L5M7 Study Guide, p. 159) Reference: CIPS L5M7 Study Guide, p. 159.

NEW QUESTION # 43

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

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

Answer: A

Explanation:

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.

NEW QUESTION # 44

What does ISO 9001 refer to?

- A. Supply chain management
- B. Environment management
- C. Quality management
- D. Risk management

Answer: C

Explanation:

ISO 9001 sets the framework for quality management systems (QMS), based on principles such as customer focus, leadership, and improvement. Short extract: "ISO 9001-quality management." (L5M7 Study Guide, p. 122) Reference: L5M7 Study Guide, p. 122.

NEW QUESTION # 45

Farmer Joe sells wheat and barley. He charges more when demand is high and less when demand falls. What pricing strategy does he follow?

- A. Flexible Pricing
- B. Competitive Pricing
- C. Dynamic Pricing
- D. Variable Pricing

Answer: C

Explanation:

Dynamic Pricing adjusts prices in real time to reflect market demand and supply conditions, commonly used in commodities.

Short cited term: "dynamic pricing - prices adjust to demand fluctuation." (L5M7 Study Guide, p. 189) Reference: CIPS L5M7 Study Guide, p. 189.

NEW QUESTION # 46

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