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### CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>

Topic 2	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• 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</li> <li>• 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.</li> </ul>

## CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q67-Q72):

### NEW QUESTION # 67

In a supply chain, can a downstream supplier influence all aspects of quality including customer perception?

- A. Yes - downstream suppliers have the most power in the chain
- B. Yes - customer perception is derived from the supplier's inputs and specification
- C. No - a downstream supplier has no control over quality at all
- **D. No - customer perception is influenced by other functions such as marketing**

**Answer: D**

Explanation:

A downstream supplier influences most aspects of quality but not customer perception, which is shaped by marketing and brand functions.

Short cited term: "except customer perception, influenced by marketing" (L5M7 Study Guide, p. 30).

Reference: CIPS L5M7 Study Guide, p. 30.

### NEW QUESTION # 68

A company which uses Client Experience Strategy as part of its marketing tactic would provide which of the following?

Select TWO.

- **A. Personalise the user experience**
- B. Lower prices
- **C. Listen to customer feedback**
- D. Provide a website

**Answer: A,C**

Explanation:

A Client Experience Strategy focuses on enhancing the end-to-end customer journey by understanding customer needs, personalising interactions, and incorporating feedback.

Short cited extract: "Customer experience strategy includes listening to feedback and personalising interactions." (L5M7 Study Guide, p.183) Reference: CIPS L5M7 Study Guide, p.183.

### NEW QUESTION # 69

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

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

**Answer: C**

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 # 70

In a typical supply chain, in which direction does value-add travel?

- A. From the retailer to the supplier
- B. From the first supplier to the customer
- C. From the OEM to the retailer
- D. From the customer to the distributor

**Answer: B**

Explanation:

Value flows downstream, originating with suppliers and moving toward the end customer. A typical chain is tiered suppliers # OEM/producer # distributors/retailers # customer. Short cited term: "value moves downstream" (L5M7 Study Guide, p.4).

Reference: CIPS L5M7 Study Guide, p.4.

### NEW QUESTION # 71

Which of the following are advantages of using local sourcing? Select TWO.

- A. Higher costs
- B. Flexibility for support and maintenance
- C. Cheaper
- D. Higher quality
- E. Less environmental impact

**Answer: B,E**

Explanation:

Local sourcing offers environmental benefits (lower transport footprint) and easier access for service or maintenance, enhancing responsiveness.

Short cited extract: "Local sourcing provides reduced environmental impact and proximity for support." (L5M7 Study Guide, p. 70)

Reference: CIPS L5M7 Study Guide, p. 70.

### NEW QUESTION # 72

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Of course, when we review a qualifying exam, we can't be closed-door. We should pay attention to the new policies and information related to the test CIPS certification. For the convenience of the users, the L5M7 study materials will be updated on the homepage and timely update the information related to the qualification examination. Annual qualification examination, although content broadly may be the same, but as the policy of each year, the corresponding examination pattern grading standards and hot spots will be changed, as a result, the L5M7 study materials can help users to spend the least time, you can know the test information directly what you care about on the learning platform that provided by us, let users save time and used their time in learning the new hot spot

