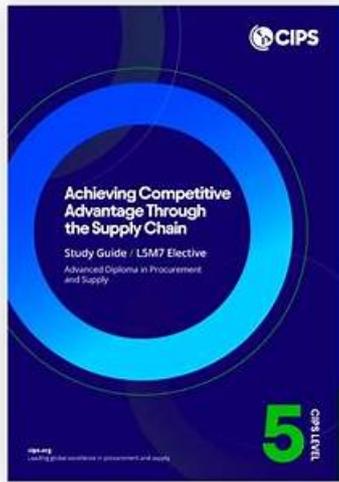


# Latest CIPS L5M7 Exam Format, L5M7 Test Pattern



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## Latest L5M7 Exam Format - Your Trusted Partner to Pass Achieving Competitive Advantage Through the Supply Chain (L5M7)

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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 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>
Topic 3	<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>

## CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q44-Q49):

### NEW QUESTION # 44

RIDDOR statistics provide information on which of the following?

- A. Speed of production
- B. Financial standing
- C. Health and safety
- D. Conformance with specification

**Answer: C**

Explanation:

RIDDOR (Reporting of Injuries, Diseases and Dangerous Occurrences Regulations) relates to health and safety performance measurement-tracking workplace incidents and compliance.

Short cited extract: "RIDDOR statistics relate to health and safety reporting." (L5M7 Study Guide, p.141) Reference: CIPS L5M7 Study Guide, p.141.

### NEW QUESTION # 45

What does ISO 9001 refer to?

- A. Environment management
- B. Supply chain 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 # 46

According to the Kraljic Matrix, suppliers are classified based on which TWO factors?

- A. Risk impact
- B. Cost impact
- C. Level of co-operation
- D. Position in the supply chain

**Answer: A,B**

Explanation:

The Kraljic Matrix plots supply risk against profit (cost) impact to determine supplier strategy (leverage, bottleneck, routine, strategic). Short cited extract: "Matrix axes - profit impact vs supply risk." (L5M7 Study Guide, p. 83) Reference: CIPS L5M7 Study Guide, p. 83.

#### NEW QUESTION # 47

When analysing a series of data, the number which occurs most frequently is known as what?

- A. Average
- B. Mean
- C. Median
- D. Mode

**Answer: D**

Explanation:

The Mode is the value that appears most often in a dataset, distinguishing it from the mean (average) and median (middle value). Short cited term: "mode = most frequent value." (L5M7 Study Guide, p. 149) Reference: CIPS L5M7 Study Guide, p. 149.

#### NEW QUESTION # 48

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

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

**Answer: D**

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 # 49

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