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CIPS L5M7 Exam Syllabus Topics:

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

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

CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q73-Q78):

NEW QUESTION # 73

What is the primary motivation for offshoring?

- A. Exploit other countries' resources
- B. Improve cultural competence
- C. Cut costs
- D. Cheaper holidays

Answer: C

Explanation:

Offshoring typically seeks cost reduction (e.g., labour arbitrage) while maintaining service/output levels; other motives are secondary.

Short cited term: "cost reduction/advantages" (L5M7 Study Guide, domain 1.4 discussion).

Reference: CIPS L5M7 Study Guide, Domain 1.4 (Offshoring and sourcing location).

NEW QUESTION # 74

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

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

Answer: A

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 # 75

Which of the following statements about supply chain knowledge is correct? Select TWO.

- A. Where supply chain knowledge is low, members tend to operate independently of others.
- B. Where there is high readiness to use technology, IT use is deliberate and structured.
- C. Where technology utilisation is low, systems and policies are consistent.
- D. Where supply chain knowledge is low, there is high collaboration with partners.

Answer: A,B

Explanation:

When knowledge is low, members work independently; high technological readiness creates deliberate and structured IT use.

Short cited term: "low knowledge # independent working; high tech readiness # structured IT use." (L5M7 Study Guide, p. 51)

Reference: CIPS L5M7 Study Guide, p. 51.

NEW QUESTION # 76

Electro Bob is a wholesaler of electrical equipment. One of its customers, RoostyFace, spends very little and is unlikely ever to increase its spend. What type of customer is RoostyFace to Electro Bob (Supplier Preferecing Model)?

- A. Core
- B. Nuisance
- C. Exploitative
- D. Annoying

Answer: B

Explanation:

In supplier preferencing, nuisance customers have low value/attractiveness with limited growth potential.

Short cited terms: "nuisance," "low attractiveness/low value" (L5M7 Study Guide, p.86).

Reference: CIPS L5M7 Study Guide, p.86.

NEW QUESTION # 77

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

- A. Cleaning Products
- B. MRI Machine
- C. Nurse's Salary
- D. Medicine

Answer: B

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 # 78

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