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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 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 3	• 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.

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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q17-Q22):

NEW QUESTION # 17
ACost Leaderis able to lower the price of an item or material within the marketplace. Is this true?

- A. Yes - they are able to lower prices but not increase them
- B. Yes - they set a price standard as well as lowering prices
- 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: B

Explanation:
ACost Leaderdetermines 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 # 18
In a supply chain, can adownstream supplierinfluence all aspects of quality includingcustomer perception?

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

Answer: A

Explanation:
A downstream supplier influencesmost aspects of qualitybutnot 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 # 19
What is theprimary motivationforoffshoring?

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

Answer: B

Explanation:
Offshoring typically seekscost 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 # 20
Which of the following are considered the'Golden Metrics'used to measure performance?
Select THREE.

- A. Safety
- B. Delivery Performance
- C. Ethics
- D. Total Cycle Time
- E. Financial Stability

Answer: A,B,D

Explanation:
Thefive Golden Metricsof supply chain performance are:safety,quality,delivery performance,total cost, and total cycle time. They represent universally accepted indicators of operational excellence.
Short cited extract: "Golden Metrics - safety, quality, delivery, total cost, total cycle time." (L5M7 Study Guide, p.123)
Reference:CIPS L5M7 Study Guide, p.123.

NEW QUESTION # 21
In what way has the increase in the use oftechnologyaffected buyer-supplier relationships?

- A. It has increased the bargaining power of suppliers as they can provide faster quotations.
- **B. It has reduced the bargaining power of suppliers as buyers now have access to a wider pool of suppliers and product information.**
- C. It has reduced the bargaining power of buyers because there are fewer suppliers.
- D. It has increased the bargaining power of buyers because technology has increased operational costs.

Answer: B

Explanation:
Technology enhancesbuyer access to data, broadening supplier choice and transparency, whichreduces supplier power.
Short cited term: "technology has reduced suppliers' bargaining power" (L5M7 Study Guide, p. 66).
Reference:CIPS L5M7 Study Guide, p. 66.

NEW QUESTION # 22

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