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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q45-Q50):

NEW QUESTION # 45

ABC produces electronics in a highly competitive, fast-changing market. Which supply chain strategy should ABC employ?

- A. Responsive
- B. Just-in-Time
- C. Agile
- D. Lean

Answer: C

Explanation:

AnAgilesupply chain prioritisesflexibility and responsivenesssto customer and market changes-ideal for dynamic industries like electronics.

Short cited extract: "Agility = rapid response to changing demand." (L5M7 Study Guide, p.155) Reference:CIPS L5M7 Study

Guide, p.155.

NEW QUESTION # 46

A pricing approach in which a value point is decided upon and maintained for a prescribed period is known as what?

- A. Variable Pricing
- B. Competitive Pricing
- C. Cost-Plus Pricing
- **D. Fixed Pricing**

Answer: D

Explanation:

Fixed pricing maintains a constant price for a defined period regardless of market changes, providing stability for both buyer and supplier.

Short cited extract: "Fixed pricing - price remains constant for an agreed duration." (L5M7 Study Guide, p. 188)

Reference: CIPS L5M7 Study Guide, p.188.

NEW QUESTION # 47

RIDDOR statistics provide information on which of the following?

- A. Financial standing
- B. Speed of production
- **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 # 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 shows loyalty to the supplier
- **C. It maintains competition between suppliers**
- D. It provides flexibility to suppliers

Answer: C

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

What is the name of the phenomenon in which a small change in consumer demand can have an amplified effect throughout the supply chain?

- **A. Bullwhip Effect**
- B. Supply and Demand

- C. Amplification Concept
- D. Pareto Principle

Answer: A

Explanation:

The study guide describes how demand variability amplifies upstream in the chain—commonly termed the "bullwhip effect." This is introduced when explaining basic supply-chain dynamics and flows. Short extract: "demand changes become amplified upstream (bullwhip effect)." (L5M7 Study Guide, p.4) Reference: L5M7 Study Guide, p.4.

NEW QUESTION # 50

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Bob Netherton is a Master Principal Sales Consultant at Oracle L5M7 Corporation, specializing in Oracle Solaris, virtualization, open-source software, and engineered systems.

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