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The memory needs clues, but also the effective information is connected to systematic study, in order to deepen the learner's impression, avoid the quick forgetting. Therefore, we can see that in the actual L5M7 exam questions, how the arrangement plays a crucial role in the teaching effect. The L5M7 Study Guide in order to allow the user to form a complete system of knowledge structure, the qualification L5M7 examination of test interpretation and supporting course practice organic reasonable arrangement together.

## CIPS L5M7 Exam Syllabus Topics:

Topic	Details

Topic 1	<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 2	<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 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 (Q14-Q19):

### NEW QUESTION # 14

Normal distribution forms what shape on a graph?

- A. Circle
- B. Horizontal line
- C. Bell curve
- D. Vertical line

**Answer: C**

Explanation:

A Normal Distribution forms asymmetrical bell-shaped curve, representing probability distribution around a mean.

Short cited term: "normal distribution = bell-shaped curve." (L5M7 Study Guide, p. 150) Reference: CIPS L5M7 Study Guide, p. 150.

### NEW QUESTION # 15

Which of the following is an example of exceeding customers' expectations? Select TWO.

- A. Providing the item desired in a different colour
- B. A customer orders an item online and it is delivered on the expected day
- C. Providing a free gift when a purchase is made
- D. The price is lower than the customer expected to pay

**Answer: C,D**

Explanation:

Meeting expectations (B) is not exceeding them. Exceeding is demonstrated by unexpected extra values such as lower-than-expected price or a free add-on. Short extract: "exceeding expectations-delighting customers with additional/unexpected value." (L5M7 Study Guide, p.121) Reference:L5M7 Study Guide, p.121.

#### **NEW QUESTION # 16**

Sandy has been asked to collect primary data on manufacturing defects and their effect on profits. She decides to send a questionnaire to staff. Is this correct?

- A. No - she should research online about defaults
- B. No - a questionnaire will not provide useful information
- **C. Yes - a questionnaire is a form of primary data**
- D. Yes - staff will know all the answers

**Answer: C**

Explanation:

Primary data is information collected first-hand, including surveys, interviews, and questionnaires. Sandy's approach aligns with primary data collection methods.

Short cited extract: "Primary data: original research such as questionnaires and interviews." (L5M7 Study Guide, p.141)

Reference:CIPS L5M7 Study Guide, p.141.

#### **NEW QUESTION # 17**

When would you use a Fishbone (Ishikawa) Diagram?

- A. To clarify a relationship
- B. To map issues in the supply chain
- C. To decide which supplier to use
- **D. To identify the cause of a problem**

**Answer: D**

Explanation:

A Fishbone Diagram identifies root causes of problems by categorising factors (e.g., people, process, materials, environment).

Short cited term: "used to identify root causes of problems." (L5M7 Study Guide, p. 126) Reference:CIPS L5M7 Study Guide, p. 126.

#### **NEW QUESTION # 18**

A hierarchically orientated organisation would have which of the following characteristics?

- A. Integration focus
- B. Equality among employees
- **C. Stability and control**
- D. Flexibility and discretion

**Answer: C**

Explanation:

A hierarchical culture values stability, control, and formal structure, with defined authority levels.

Short cited extract: "Hierarchy culture - stability, rules, and control mechanisms." (L5M7 Study Guide, p. 60) Reference:CIPS L5M7 Study Guide, p. 60.

#### **NEW QUESTION # 19**

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