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CIPS L5M10 Exam Syllabus Topics:

Topic	Details
Topic 1	• Analyse the Role and Activities of Logistics Management: This section of the exam measures the skills of Logistics Managers and covers the essential concepts, functions, and strategic importance of logistics within modern supply chains. It explains what logistics is, how its key elements work together—such as transportation, warehousing, inventory, packaging, information flow, and security—and how these components support procurement, production, distribution, after-sales processes, and product disposal. The section explores how logistics integrates with broader supply chain management and introduces the idea of total logistics and total cost thinking, showing how multimodal transport and pipeline inventory contribute to efficiency. Candidates must understand how logistics creates competitive advantage by aligning operations with business strategy, managing customer service levels, measuring service quality, and recognizing its financial impact. This heading also evaluates the increasing role of technology in logistics, including barcoding, RFID, e-fulfilment systems, warehouse management systems, automated data capture, and the integration of digital tools across the logistics network.
Topic 2	• Understand Capacity Planning and Control in Logistics Management: This section of the exam measures the skills of Operations Planners and focuses on the techniques and systems used to manage capacity, demand, and resource planning across logistics activities. It explains how organizations balance planning with real-time control, adjust to fluctuating demand, and schedule workloads effectively. Candidates are expected to understand capacity concepts, constraints, demand forecasting, capacity measurement, and different planning approaches such as level planning, chase demand strategies, and demand management methods. The section also examines the use of technology in capacity planning, particularly Materials Requirements Planning (MRP), MRP II, ERP systems, master production scheduling, inventory data, and bills of materials, while recognizing the limitations of these tools. Finally, it covers the role of reverse logistics, emphasizing the handling of customer returns, the development of return policies, and how returned items are reintegrated into the supply chain.

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CIPS Logistics Management Sample Questions (Q79-Q84):

NEW QUESTION # 79

Martin Christopher argues that Competitive Advantage is formed through the management of which THREE aspects?

- A. Competitors
- B. Customer
- C. Cost
- D. Creditors
- E. Company

Answer: A,B,E

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Martin Christopher's Three Cs model emphasises achieving competitive advantage through balancing and managing the Company, Customer, and Competitors. These must be aligned to deliver superior value and sustained differentiation. (Reference: CIPS L5M10 Study Guide, Christopher's Three Cs model, p. 59)

NEW QUESTION # 80

Bilal has implemented a new production system using 5S and Value Stream Mapping. Which continuous improvement approach has he applied?

- A. Theory of Constraints
- B. Lean
- C. Six Sigma
- D. Total Quality Management

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

5S (Sort, Set, Shine, Standardise, Sustain) and Value Stream Mapping are signature Lean tools focused on waste elimination and process flow efficiency. Six Sigma focuses on variability reduction; TQM is a broader philosophy. (Reference: CIPS L5M10 Study Guide, Lean manufacturing tools and comparisons, p. 138)

NEW QUESTION # 81

Paul is a Warehouse Manager of plumbing supplies. He is planning to change the layout by placing fast-moving items near the front, slower further back, and rarely used items in separate storage. What type of system is Paul using?

- A. FSN analysis
- B. HML analysis
- C. VED analysis
- D. ABC analysis

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

FSN groups items by movement speed: Fast-moving, Slow-moving, Non-moving. It's used to position stock for efficient access and handling based on usage frequency. (CIPS L5M10 Study Guide, p. 147)

NEW QUESTION # 82

The "Net Promoter Score" (NPS) provides a company with an indication of customer satisfaction by answering which question?

- A. On a scale of 1-10 did you find the service value for money?
- B. Would you use this service again?
- C. How happy are you with the service delivered?
- **D. How likely are you to recommend the service to a friend?**

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

NPS is a single-question metric asking customers how likely they are to recommend the product/service to others (typically on a 0-10 scale). It is widely used as a proxy for loyalty and satisfaction. (Reference: CIPS L5M10 Study Guide, customer satisfaction measures-NPS, p. 62)

NEW QUESTION # 83

There are several types of incentives to encourage household recycling. Of the below, which is an example of a 'buy back'?

- A. A customer pays a deposit for an item which is returned when the product packaging is returned
- **B. A company offers money for used copper pipes during a renovation project in which they're replaced**
- C. A customer is offered free collection of waste material after the delivery of construction items
- D. A customer part-exchanges their vehicle for a new car

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

A buy-back scheme involves a company purchasing used materials from consumers for reuse, recovery, or recycling - e.g., paying for returned copper pipes.

Other incentive types:

* Deposit schemes (option B) - refunds when packaging is returned.

* Free collection (option C) - logistical support incentive.

* Trade-in (option D) - part-exchange schemes. (Reference: CIPS L5M10 Study Guide, Incentives for household recycling, pp. 194-195)

NEW QUESTION # 84

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