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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<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.
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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q61-Q66):

NEW QUESTION # 61

A strategy in which an organisation concentrates its resources on a narrow market or industry segment is which of Porter's Generic Strategies?

- A. Focus
- B. Differentiation
- C. Cost Certainty
- D. Cost Leadership

Answer: A

Explanation:

Porter's Focus Strategy involves targeting a niche market to meet unique needs better than competitors.

Short cited term: "focus - targeting a narrow market segment" (L5M7 Study Guide, p. 52).

Reference: CIPS L5M7 Study Guide, p. 52.

NEW QUESTION # 62

Which of the following are incentives for suppliers to perform well on a contract? Select TWO.

- A. Quality-based pricing
- B. Market-based pricing
- C. Revenue-based pricing
- D. Outcome-based pricing

Answer: C,D

Explanation:

Revenue-based and Outcome-based pricing share financial benefits and performance gains, motivating suppliers to excel.

Short cited term: "gainshare, revenue and outcome pricing as supplier incentives." (L5M7 Study Guide, p.

198)

Reference: CIPS L5M7 Study Guide, p. 198.

NEW QUESTION # 63

What is Six Sigma?

- A. A process of supplier rationalisation
- B. A supply chain analysis tool
- C. A form of outsourcing
- **D. A methodology to eliminate defects in a business process**

Answer: D

Explanation:

Six Sigma is a data-driven methodology aimed at eliminating defects and reducing variation to improve quality and performance. Short cited terms: "data-driven," "eliminate defects" (L5M7 Study Guide, p.110).

Reference: CIPS L5M7 Study Guide, p.110.

NEW QUESTION # 64

Open-Book Costing relies on which of the following? Select TWO.

- A. Splitting profit 50:50
- **B. Transparency of costs and justifications**
- C. Finding the lowest cost
- **D. Good communication**

Answer: B,D

Explanation:

Open-Book Costing fosters trust and collaboration by ensuring both parties share detailed cost data and maintain open, transparent communication.

Short cited extract: "Open-book costing requires transparency and communication between partners." (L5M7 Study Guide, p.193)

Reference: CIPS L5M7 Study Guide, p.193.

NEW QUESTION # 65

Just-in-Time (JIT) manufacturing is a form of which organisational strategy?

- A. Differentiation
- B. Business Process Re-engineering
- **C. Lean**
- D. Cost Leadership

Answer: C

Explanation:

JIT is a lean technique to minimise inventory and produce "only what is needed, when needed," thereby removing waste from processes. Short cited phrase: "only when needed" (L5M7 Study Guide, p.111).

Reference: CIPS L5M7 Study Guide, p.111.

NEW QUESTION # 66

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