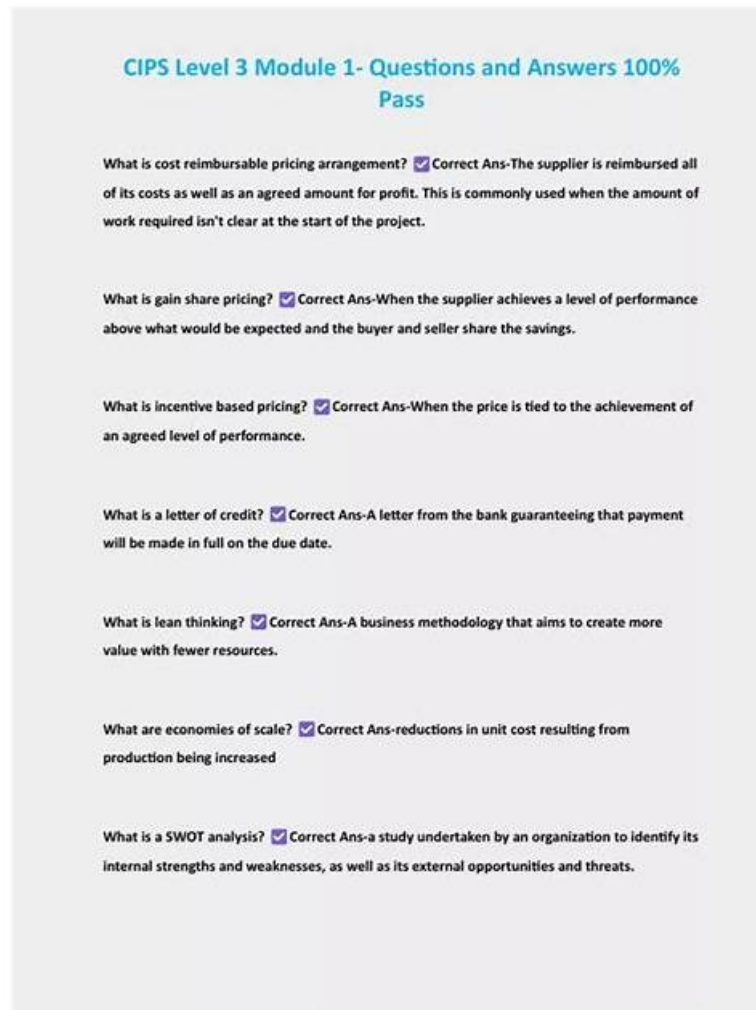


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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q71-Q76):

NEW QUESTION # 71

Which of the following could be considered added value within a supply chain? Select THREE.

- A. Quality
- B. Innovation
- C. Profit
- D. Marketing
- E. Time to market

Answer: A,B,E

Explanation:

The guide lists quality, innovation, and time-to-market among ways supply chains create added value (others include price/cost reduction and risk reduction). Short extract: "added value may be created through quality, innovation and time-to-market." (L5M7 Study Guide, p.27) Reference: L5M7 Study Guide, p.27.

NEW QUESTION # 72

Electro Bob is a wholesaler of electrical equipment. One of its customers, RoostyFace, spends very little and is unlikely ever to increase its spend. What type of customer is RoostyFace to Electro Bob (Supplier Preferecing Model)?

- A. Core
- B. Nuisance
- C. Annoying
- D. Exploitative

Answer: B

Explanation:

In supplier preferencing, nuisance customers have low value/attractiveness with limited growth potential. Short cited terms: "nuisance," "low attractiveness/low value" (L5M7 Study Guide, p.86). Reference: CIPS L5M7 Study Guide, p.86.

NEW QUESTION # 73

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

- A. The price is lower than the customer expected to pay
- 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. Providing the item desired in a different colour

Answer: A,C

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 # 74

For items viewed as Strategic/Critical (high supply risk and high value), which sourcing strategy is best?

- A. Arm's-length relationship with supplier
- B. Competitive bidding
- C. Partnership or alliance approach
- D. Outsourcing

Answer: C

Explanation:

TheKraljic Matrix recommends partnership/alliances for strategic items to secure continuity, innovation, and joint value creation. Short cited term: "strategic items ... partnership" (L5M7 Study Guide, p.84).

Reference: CIPS L5M7 Study Guide, p.84.

NEW QUESTION # 75

A supply chain that has evolved to include multiple layers of interdependence on members both upstream and downstream is commonly known as what?

- A. A Supply Net
- **B. A Supply Network**
- C. A Supply Stream
- D. A Supply Web

Answer: B

Explanation:

The guide distinguishes a simple chain from a "supply network," emphasising multi-tier interdependencies.

Short extract: "supply networks reflect multiple interdependent tiers." (L5M7 Study Guide, p.4) Reference: L5M7 Study Guide, p.4.

NEW QUESTION # 76

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