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## CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q35-Q40):

### NEW QUESTION # 35

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

**Answer: A,B**

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 # 36

Freddie, a Procurement Professional, is reviewing supply chain risks. He believes all risks should be eliminated. Is this correct?

- A. No - awareness only is required
- **B. No - prevent risks where possible but tolerate low-level risks**
- C. Yes - all supply chain risks must be removed
- D. Yes - create risk assessments for each supplier

**Answer: B**

Explanation:

Risk management seeks to prevent and mitigate major risks, while tolerating low-impact risks when elimination isn't feasible.

Short cited extract: "Low-level risks can be tolerated if likelihood and impact are minimal." (L5M7 Study Guide, p.49)

Reference: CIPS L5M7 Study Guide, p.49.

#### **NEW QUESTION # 37**

Plastic Fantastic Ltd manufactures plastic homeware. Customers can return used products to the retailer, who passes them back to the manufacturer for reprocessing. What type of supply chain is this?

- A. Forward Loop Supply Chain
- B. Manufacturing Supply Chain
- **C. Closed Loop Supply Chain**
- D. Open Loop Supply Chain

**Answer: C**

Explanation:

A Closed Loop Supply Chain reintroduces used products into the supply process for reuse, recycling, or remanufacturing, closing the product's lifecycle.

Short cited term: "closed loop - materials re-enter supply chain" (L5M7 Study Guide, pp. 5-6).

Reference: CIPS L5M7 Study Guide, pp. 5-6.

#### **NEW QUESTION # 38**

Which of the following describes an Adhocracy organisational structure? Select TWO.

- A. Has a vertical structure where managers maintain control
- B. Highly documented routine processes
- **C. Low levels of centralisation**
- D. Highly formalised structure
- **E. Can respond quickly to change**

**Answer: C,E**

Explanation:

An adhocracy is flexible, decentralised, and able to respond rapidly to change, though it may lack formal control systems.

Short cited term: "low formalisation, high adaptability" (L5M7 Study Guide, p. 64).

Reference: CIPS L5M7 Study Guide, p. 64.

#### **NEW QUESTION # 39**

In Six Sigma, a Black Belt is the highest level that can be achieved. Is this correct?

- **A. No - there are higher levels such as Master Black Belt and Champion**
- B. Yes - a Black Belt trains project teams
- C. Yes - a Black Belt implements Six Sigma full-time
- D. No - Green Belt is the highest

**Answer: A**

Explanation:

The hierarchy extends beyond Black Belt, including Master Black Belts and Champions, who provide leadership and strategic direction.

Short cited term: "Master Black Belt and Champion above Black Belt." (L5M7 Study Guide, p. 153) Reference: CIPS L5M7 Study Guide, p. 153.

## NEW QUESTION # 40

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