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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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 (Q27-Q32):

NEW QUESTION # 27

Farmer Joe sells wheat and barley. He charges more when demand is high and less when demand falls. What pricing strategy does he follow?

- A. Dynamic Pricing
- B. Flexible Pricing
- C. Variable Pricing
- D. Competitive Pricing

Answer: A

Explanation:

Dynamic Pricing adjusts prices in real time to reflect market demand and supply conditions, commonly used in commodities.

Short cited term: "dynamic pricing - prices adjust to demand fluctuation." (L5M7 Study Guide, p. 189) Reference: CIPS L5M7 Study Guide, p. 189.

NEW QUESTION # 28

According to the Supply of Goods and Services Act (1982), which of the following is not a legal description of quality?

- A. Fit for purpose

- B. Free from all defects
- C. Durability
- D. Safety

Answer: B

Explanation:

The Act defines quality as products being fit for purpose, as described, safe, and durable. It does not guarantee freedom from every defect.

Short cited term: "fit for purpose, safe, durable - but not free from all defects." (L5M7 Study Guide, relevant section on statutory quality standards) Reference: CIPS L5M7 Study Guide, Quality and Legislation section (Domain 2.1).

NEW QUESTION # 29

Mark, a logistics procurement manager, describes his chain as tightly coupled. What does this mean?

- A. There are many organisations in the supply chain
- B. There is flexibility in the supply chain
- C. The supply chain is strong
- D. There is a high level of interdependency in the supply chain

Answer: D

Explanation:

A tightly coupled supply chain exhibits high interdependence between members; decisions by one partner affect all others.

Short cited extract: "Tightly coupled = high interdependence between supply-chain partners." (L5M7 Study Guide, p. 82)

Reference: CIPS L5M7 Study Guide, p. 82.

NEW QUESTION # 30

Which of the following is a disadvantage of Just-In-Time (JIT) Manufacturing?

- A. There is less waste produced
- B. You cannot obtain economies of scale
- C. Inventories are wasteful and expensive
- D. It is expensive to implement

Answer: B

Explanation:

JIT removes stockholding benefits, meaning firms lose economies of scale from bulk ordering. Each order is small and frequent.

Short cited term: "JIT limits bulk economies due to reduced inventory." (L5M7 Study Guide, p. 159) Reference: CIPS L5M7 Study Guide, p. 159.

NEW QUESTION # 31

Joe is a Supply Chain Manager at a car manufacturer in the UK. He plans rationalisation to streamline processes and save money.

Which tactics are forms of rationalisation? Select TWO.

- A. Supplier innovation
- B. Tier-skipping
- C. Reducing the number of suppliers
- D. Collaborative inventory management
- E. Customisation

Answer: B,C

Explanation:

Rationalisation includes reducing supplier numbers and practices such as tier-skipping to simplify the network and reduce cost/complexity. Short extract: "rationalisation-reduce supplier base; consider tier-skipping." (L5M7 Study Guide, p.11)

Reference: L5M7 Study Guide, p.11.

NEW QUESTION # 32

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