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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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 (Q64-Q69):

NEW QUESTION # 64

Which is the correct order that ensures quality is achieved in a business process?

- A. Check, Act, Plan, Do
- B. Check, Do, Act, Plan
- C. Plan, Check, Do, Act
- **D. Plan, Do, Check, Act**

Answer: D

Explanation:

The PDCA Cycle-Plan, Do, Check, Act-provides a structured approach to continuous quality improvement. It begins with planning, implementing, monitoring, and then acting to refine the process.

Short cited extract: "The PDCA cycle - Plan, Do, Check, Act - underpins continuous improvement." (L5M7 Study Guide, p.129)

Reference:CIPS L5M7 Study Guide, p.129.

NEW QUESTION # 65

RIDDOR statistics provide information on which of the following?

- A. Conformance with specification
- **B. Health and safety**
- C. Financial standing
- D. Speed of production

Answer: B

Explanation:

RIDDOR(Reporting of Injuries, Diseases and Dangerous Occurrences Regulations) relates to health and safety performance measurement-tracking workplace incidents and compliance.

Short cited extract: "RIDDOR statistics relate to health and safety reporting." (L5M7 Study Guide, p.141) Reference:CIPS L5M7 Study Guide, p.141.

NEW QUESTION # 66

What are some disadvantages to a multi-sourcing strategy in a supply chain? Select TWO.

- A. Inconsistency in quality
- B. Possibility of having surplus stock
- C. Relationships are more transactional
- D. Less dependency on one supplier

Answer: A,B

Explanation:

Multi-sourcing can increase inventory/duplication and create quality inconsistency between sources. Reduced dependency (C) is an advantage, and (D) is a neutral characteristic rather than a disadvantage. Short extract: "multiple sources may lead to duplication/stock and variable quality." (L5M7 Study Guide, p.6) Reference: L5M7 Study Guide, p.6.

NEW QUESTION # 67

Which of the following departments within an organisation form part of the Value Chain? Select THREE.

- A. Logistics
- B. Operations
- C. Marketing
- D. Procurement
- E. Human Resources

Answer: A,B,C

Explanation:

According to Michael Porter's Value Chain, primary activities include inbound logistics, operations, outbound logistics, marketing and sales, and service. Procurement and HR are support activities.

Short cited term: "primary activities - logistics, operations, marketing and sales" (L5M7 Study Guide, p. 76).

Reference: CIPS L5M7 Study Guide, p. 76.

NEW QUESTION # 68

In supply-chain management, is culture a relevant consideration?

- A. Yes - understanding culture helps achieve collaboration between organisations
- B. No - culture is impossible to define and should not be a consideration
- C. Yes - culture determines whether you wish to work with a supplier or not
- D. No - it does not matter what the culture of the supply chain is

Answer: A

Explanation:

Understanding organisational and national cultures supports collaboration, communication, and innovation across the chain. Cultural awareness enables smoother partnerships and shared values.

Short cited extract: "Cultural understanding assists collaboration and trust within supply-chain relationships.

" (L5M7 Study Guide, pp. 58-59)

Reference: CIPS L5M7 Study Guide, pp. 58-59.

NEW QUESTION # 69

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