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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q27-Q32):

NEW QUESTION # 27

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

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

Answer: B

Explanation:

The Kraljic 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 # 28

Where two organisations at different levels of the supply chain share responsibilities, resources, and performance information to serve similar end customers, what is this known as?

- A. Vertical collaboration
- B. Tight supply chain collaboration
- C. Loose supply chain collaboration
- D. Horizontal collaboration

Answer: A

Explanation:

Vertical collaboration occurs between different tiers (e.g., buyer-supplier) to coordinate capabilities for customer value. Short cited term: "vertical collaboration ... different levels/tiers" (L5M7 Study Guide, p.90).

Reference: CIPS L5M7 Study Guide, p.90.

NEW QUESTION # 29

Normal distribution forms what shape on a graph?

- A. Bell curve
- B. Vertical line
- C. Circle
- D. Horizontal line

Answer: A

Explanation:

A Normal Distribution forms an asymmetrical bell-shaped curve, representing probability distribution around a mean.

Short cited term: "normal distribution = bell-shaped curve." (L5M7 Study Guide, p. 150) Reference: CIPS L5M7 Study Guide, p. 150.

NEW QUESTION # 30

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. Outcome-based pricing
- D. Revenue-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 # 31

In a typical Supply Chain Quality Framework (SCQF), which of the following characteristics is likely to feature? Select THREE.

- A. Information
- B. Procurement
- C. Continuous Improvement
- D. Sustainability
- E. Marketing

Answer: A,C,D

Explanation:

The SCQF integrates factors that promote long-term excellence across the chain: leadership, stakeholder commitment, sustainability, information management, and continuous improvement. These underpin effective quality and performance.

Short cited term: "key features include sustainability, information and continuous improvement." (L5M7 Study Guide, p. 34)

Reference: CIPS L5M7 Study Guide, p. 34.

NEW QUESTION # 32

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