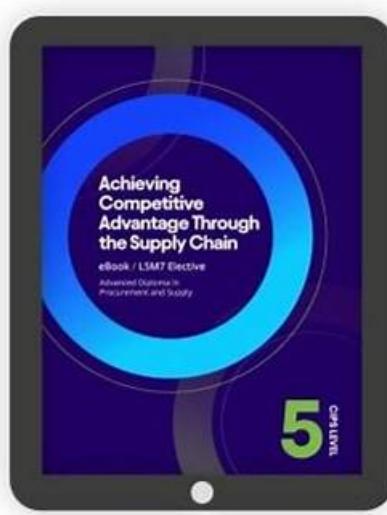


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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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 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.
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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q10-Q15):

NEW QUESTION # 10

Just-in-Time (JIT) manufacturing is a form of which organisational strategy?

- A. Lean
- B. Business Process Re-engineering
- C. Cost Leadership
- D. Differentiation

Answer: A

Explanation:

JIT is a Leantechique to minimise inventory and produce "only what is needed, when needed," thereby removing waste from processes. Short cited phrase: "only when needed" (L5M7 Study Guide, p.111).

Reference:CIPS L5M7 Study Guide, p.111.

NEW QUESTION # 11

When implementing Business Process Re-engineering (BPR), which should be the first step?

- A. Establish customer requirements
- B. Analyse and document the existing process
- C. Identify and prioritise improvement opportunities
- D. Appoint a process owner

Answer: D

Explanation:

BPRbegins by appointing a process owner-a responsible individual to lead and oversee change before analysis or redesign begins.

Short cited extract: "Step one of BPR - appoint a process owner to take accountability." (L5M7 Study Guide, p.169)

Reference:CIPS L5M7 Study Guide, p.169.

NEW QUESTION # 12

SRT Ltd, a national construction firm, has a centralised procurement function. What is an advantage of this?

- A. Increased flexibility
- B. Closer to stakeholders
- C. Stakeholder management
- D. Coordination of cost-reduction initiatives and bulk ordering

Answer: D

Explanation:

Centralised procurement enables better cost coordination, standardisation, and leverage through bulk purchasing, ensuring consistency across sites.

Short cited extract: "Centralised structures coordinate savings and achieve economies of scale." (L5M7 Study Guide, p. 69)

Reference: CIPS L5M7 Study Guide, p. 69.

NEW QUESTION # 13

Kerry is a new department manager at XYZ Ltd. The company has several manufacturing divisions that serve different market segments. She is considering introducing Total Quality Management (TQM) only in her division. Is this a good idea?

- A. Yes - staff will respond positively to the change
- B. Yes - TQM will ensure her division outperforms the other divisions
- C. No - TQM is not suitable in a manufacturing company
- D. No - TQM is a holistic approach and should be implemented company-wide

Answer: D

Explanation:

TQM is a holistic philosophy requiring organisation-wide adoption and leadership commitment; partial /isolated adoption undermines results. Short cited terms: "holistic," "organisation-wide commitment" (L5M7 Study Guide, p.118).

Reference: CIPS L5M7 Study Guide, p.118.

NEW QUESTION # 14

What is Six Sigma?

- A. A process of supplier rationalisation
- B. A supply chain analysis tool
- C. A methodology to eliminate defects in a business process
- D. A form of outsourcing

Answer: C

Explanation:

Six Sigma is a data-driven methodology aimed at eliminating defects and reducing variation to improve quality and performance. Short cited terms: "data-driven," "eliminate defects" (L5M7 Study Guide, p.110).

Reference: CIPS L5M7 Study Guide, p.110.

NEW QUESTION # 15

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