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## CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
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### **CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q55-Q60):**

#### **NEW QUESTION # 55**

A pricing approach in which a value point is decided upon and maintained for a prescribed period is known as what?

- A. Competitive Pricing
- B. Cost-Plus Pricing
- C. Variable Pricing
- D. Fixed Pricing

#### **Answer: D**

Explanation:

Fixed pricing maintains a constant price for a defined period regardless of market changes, providing stability for both buyer and supplier.

Short cited extract: "Fixed pricing - price remains constant for an agreed duration." (L5M7 Study Guide, p. 188)

Reference: CIPS L5M7 Study Guide, p. 188.

#### **NEW QUESTION # 56**

Deborah discovers her company uses a multi-sourcing strategy. Which could be a reason for this?

- A. It shows loyalty to the supplier
- B. It maintains competition between suppliers
- C. It provides flexibility to suppliers
- D. It ensures prices are low

#### **Answer: B**

Explanation:

Multi-sourcing maintains competition and reduces dependency, promoting better pricing and performance from suppliers.

Short cited extract: "Multi-sourcing maintains competitive tension between suppliers." (L5M7 Study Guide, p. 70) Reference: CIPS L5M7 Study Guide, p. 70.

### NEW QUESTION # 57

Guppy Fish Ltd manufactures machinery. A rival is releasing automated technology that could replace manual operation. What type of threat does this pose?

- A. Threat of artificial intelligence
- B. Bargaining power of buyers
- C. Bargaining power of suppliers
- D. Threat of new entrants

#### Answer: D

Explanation:

According to Porter's Five Forces, new automated competitors represent a threat of new entrants, introducing innovation and market pressure.

Short cited extract: "New entrants increase competition and threaten existing players." (L5M7 Study Guide, p. 56)

Reference:CIPS L5M7 Study Guide, p.56.

### NEW QUESTION # 58

An organisation can leverage effective Supply Chain Management to deliver Competitive Advantage. What is meant by Competitive Advantage?

- A. Becoming the leader in the marketplace through working closely with the supply chain
- B. Cost savings by narrowing the supply chain
- C. Outperforming competitors financially
- D. A benefit that an organisation can use to outperform competitors in the marketplace

#### Answer: D

Explanation:

Competitive advantage is a distinct capability that allows an organisation to outperform its rivals, whether through cost efficiency, quality, innovation, or service.

Short cited term: "advantage that enables outperforming competitors" (L5M7 Study Guide, p. 2).

Reference:CIPS L5M7 Study Guide, p. 2.

### NEW QUESTION # 59

A company which uses Client Experience Strategy as part of its marketing tactic would provide which of the following?

Select TWO.

- A. Listen to customer feedback
- B. Lower prices
- C. Provide a website
- D. Personalise the user experience

#### Answer: A,D

Explanation:

A Client Experience Strategy focuses on enhancing the end-to-end customer journey by understanding customer needs, personalising interactions, and incorporating feedback.

Short cited extract: "Customer experience strategy includes listening to feedback and personalising interactions." (L5M7 Study Guide, p.183) Reference:CIPS L5M7 Study Guide, p.183.

### NEW QUESTION # 60

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