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**L5M7 NEGOTIATION  
COMPLETE GUIDE TO  
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## CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q31-Q36):

### NEW QUESTION # 31

In what way has the increase in the use of technology affected buyer-supplier relationships?

- A. It has reduced the bargaining power of buyers because there are fewer suppliers.
- B. It has increased the bargaining power of buyers because technology has increased operational costs.
- C. It has increased the bargaining power of suppliers as they can provide faster quotations.
- D. It has reduced the bargaining power of suppliers as buyers now have access to a wider pool of suppliers and product information.

**Answer: D**

Explanation:

Technology enhances buyer access to data, broadening supplier choice and transparency, which reduces supplier power.

Short cited term: "technology has reduced suppliers' bargaining power" (L5M7 Study Guide, p. 66).

Reference: CIPS L5M7 Study Guide, p. 66.

**NEW QUESTION # 32**

A car manufacturer that accommodates unique and desirable features into design at a premium cost is using which of the following strategies?

- A. Cost Leadership
- **B. Differentiation**
- C. Cost Focus
- D. Customer Experience

**Answer: B**

Explanation:

Differentiation Strategy involves offering products with unique attributes that customers value and are willing to pay more for, thus achieving competitive advantage.

Short cited term: "differentiation - unique product features at premium price." (L5M7 Study Guide, p. 177) Reference: CIPS L5M7 Study Guide, p. 177.

**NEW QUESTION # 33**

Which type of relationship seeks greater commitment and preferential treatment through exclusivity?

- A. Outsourcing
- B. Adversarial
- **C. Single-sourcing**
- D. Partnership

**Answer: C**

Explanation:

Single-sourcing builds exclusive, strategic relationships with one supplier to secure priority service and joint improvement opportunities.

Short cited extract: "Single-sourcing - exclusivity to gain stronger commitment and collaboration." (L5M7 Study Guide, p. 81)

Reference: CIPS L5M7 Study Guide, p. 81.

**NEW QUESTION # 34**

A marketplace which is described as a 'red ocean' has which of the following characteristics?

- **A. Highly competitive**
- B. No competition
- C. Lots of substitute products available
- D. Easy to enter

**Answer: A**

Explanation:

A Red Ocean market is highly competitive with many firms fighting for market share, leading to price wars and reduced margins.

Short cited term: "red ocean = intense competition and saturated market." (L5M7 Study Guide, p. 179) Reference: CIPS L5M7 Study Guide, p. 179.

**NEW QUESTION # 35**

Six Sigma is only suitable for the manufacturing industry. Is this correct?

- **A. No - it can be used across all industries and delivers bottom-line savings**

- B. Yes - it's an excellent way to reduce costs
- C. No - it's not suitable for manufacturing
- D. Yes - it reduces defects in the supply chain

**Answer: A**

Explanation:

Six Sigma applies universally to manufacturing, services, and administrative processes, improving quality and efficiency. Short cited term: "applicable across all sectors to improve process performance." (L5M7 Study Guide, p. 154) Reference:CIPS L5M7 Study Guide, p. 154.

## NEW QUESTION # 36

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I would like to find a different job, because I am tired of my job and present life. Do you have that idea? How to get a better job? Are you interested in IT industry? Do you want to prove yourself through IT? If you want to work in the IT field, it is essential to register IT certification exam and get the certificate. The main thing for you is to take IT certification exam that is accepted commonly which will help you to open a new journey. And you must be familiar with CIPS L5M7 Certification test. To obtain the certificate will help you to find a better job. What? Do you have no confidence to take the exam? It doesn't matter that you can use our TorrentExam dumps.

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