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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<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.

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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q77-Q82):

NEW QUESTION # 77

RIDDORstatistics provide information on which of the following?

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

Answer: C

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 # 78

Which of the following is a disadvantage of Just-In-Time (JIT) Manufacturing?

- A. Inventories are wasteful and expensive
- B. You cannot obtain economies of scale
- C. It is expensive to implement
- D. There is less waste produced

Answer: B

Explanation:

JIT removes stockholding benefits, meaning firms lose economies of scale from bulk ordering. Each order is small and frequent.

Short cited term: "JIT limits bulk economies due to reduced inventory." (L5M7 Study Guide, p. 159) Reference:CIPS L5M7 Study Guide, p. 159.

NEW QUESTION # 79

A Resource-Based Review(RBR) focuses on which aspect of competitive advantage?

- A. Achieving cost leadership through lower prices
- B. Using the external environment to create value
- C. Internal environment as a driver of competitive advantage
- D. Narrowing the supply chain to create efficiencies

Answer: C

Explanation:

The Resource-Based View(RBV) argues that unique internal resources and capabilities are the key to sustainable competitive advantage.

Short cited extract: "Competitive advantage stems from internal resources and capabilities." (L5M7 Study Guide, p.52) Reference:CIPS L5M7 Study Guide, p.52.

NEW QUESTION # 80

Jerry works in product development at a clothing manufacturer. The company is discussing ways of adding value for customers. Jerry suggests reducing prices could be a form of added value. Is he correct?

- A. No - added value is only a form of innovation.
- B. No - as the customer is not offered anything additional to their purchase.
- C. Yes - this is a form of added value but requires the ability of the supply chain to reduce costs.
- D. Yes - this will increase the company's profit margin.

Answer: C

Explanation:

Added Value arises whenever the customer perceives extra benefit. Lowering prices can add value if the supply chain reduces costs to support it sustainably.

Short cited term: "price reduction is a form of added value if supported by cost efficiencies." (L5M7 Study Guide, p. 35)

Reference: CIPS L5M7 Study Guide, p. 35.

NEW QUESTION # 81

In a confectionery factory, quality inspection occurs before packaging. If a product is found defective, which type of cost of quality is incurred?

- A. External failure cost
- B. Internal failure cost
- C. Prevention cost
- D. Appraisal cost

Answer: B

Explanation:

Defects discovered before dispatch are classified as internal failures, including rework, scrap, or re-inspection.

Short cited term: "internal failure = defects found before reaching customer." (L5M7 Study Guide, p. 128) Reference: CIPS L5M7 Study Guide, p. 128.

NEW QUESTION # 82

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