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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q69-Q74):

NEW QUESTION # 69

Total Quality Management (TQM) is a long-term strategy. Is this TRUE?

- A. Yes - TQM requires at least one year to implement
- B. No - TQM makes a firm more Lean short-term
- **C. Yes - effort is required in the short and medium term; results may not be immediate**
- D. No - TQM is a short-term efficiency strategy

Answer: C

Explanation:

TQM is a long-term philosophy demanding sustained commitment; benefits emerge gradually through continuous improvement.

Short cited extract: "TQM is a long-term commitment where results may not be immediate." (L5M7 Study Guide, p. 118)
Reference:CIPS L5M7 Study Guide, p. 118.

NEW QUESTION # 70

For which of the following supply examples is trust in the supplier least important?

- A. A non-critical item with low supply risk
- B. A bottleneck item critical to production
- C. A strategic item with high supply risk
- D. A leverage item with high profit impact

Answer: A

Explanation:

Non-critical items involve low value and low risk, usually managed via transactional or arm's-length relationships where trust plays a minor role.

Short cited term: "non-critical = low trust required." (L5M7 Study Guide, p. 221) Reference:CIPS L5M7 Study Guide, p. 221.

NEW QUESTION # 71

In supply-chain management, is culture a relevant consideration?

- A. Yes - culture determines whether you wish to work with a supplier or not
- B. Yes - understanding culture helps achieve collaboration between organisations
- C. No - it does not matter what the culture of the supply chain is
- D. No - culture is impossible to define and should not be a consideration

Answer: B

Explanation:

Understanding organisational and national culture supports collaboration, communication, and innovation across the chain. Cultural awareness enables smoother partnerships and shared values.

Short cited extract: "Cultural understanding assists collaboration and trust within supply-chain relationships.

" (L5M7 Study Guide, pp. 58-59)

Reference:CIPS L5M7 Study Guide, pp. 58-59.

NEW QUESTION # 72

Trust is a dynamic concept required in partnership relationships. Which of the following are part of the five trust components important in supply chains?

- A. Power
- B. Competence
- C. Charm
- D. Loyalty
- E. Integrity

Answer: B,D,E

Explanation:

Trust in supply chains is built on components including integrity, competence, loyalty, openness, and fairness.

Short extract: "key trust components: integrity, competence, loyalty, openness, fairness." (L5M7 Study Guide, Domain 3.4 section)

Reference:L5M7 Study Guide, Domain 3.4 (Relationship/Trust components).

NEW QUESTION # 73

Which of the following relationship styles has the least amount of trust?

- A. Transactional

- B. Outsourced
- C. Partnership
- D. Closer Tactical

Answer: A

Explanation:

The relationship spectrum shows that transactional relationships are the least trust-based, focusing on short-term exchanges with minimal collaboration.

Short cited extract: "Transactional - low trust, short-term, low collaboration." (L5M7 Study Guide, p.80) Reference: CIPS L5M7 Study Guide, p.80.

NEW QUESTION # 74

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