

利用L5M7考試資訊資料，快速通過Achieving Competitive Advantage Through the Supply Chain (L5M7)

Achieving Competitive Advantage Through the Supply Chain

[L5M7]
Elective
Study Guide

Level 5
Advanced Diploma in
Procurement and Supply

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CIPS L5M7 考試大綱：

主題	簡介

主題 1	<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.
主題 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.
主題 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.

>> **L5M7考試資訊 <<**

L5M7考試， L5M7考試內容

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最新的 CIPS Level 5 Advanced Diploma in Procurement and Supply L5M7 免費考試真題 (Q86-Q91):

問題 #86

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

- A. Yes - it's an excellent way to reduce costs
- B. Yes - it reduces defects in the supply chain
- C. No - it's not suitable for manufacturing
- D. No - it can be used across all industries and delivers bottom-line savings**

答案： D

解題說明：

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.

問題 #87

Open-Book Costing relies on which of the following? Select TWO.

- A. Transparency of costs and justifications
- B. Finding the lowest cost
- C. Splitting profit 50:50
- D. Good communication

答案: A,D

解題說明:

Open-Book Costing fosters trust and collaboration by ensuring both parties share detailed cost data and maintain open, transparent communication.

Short cited extract: "Open-book costing requires transparency and communication between partners." (L5M7 Study Guide, p.193)
Reference:CIPS L5M7 Study Guide, p.193.

問題 #88

What is Six Sigma?

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

答案: C

解題說明:

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.

問題 #89

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

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

答案: C

解題說明:

BPR begins 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.

問題 #90

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

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

答案: B

解題說明:

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.

問題 #91

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L5M7考試：<https://www.newdumpspdf.com/L5M7-exam-new-dumps.html>

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