

Perfect L5M7 Valid Exam Pattern–100% Efficient Achieving Competitive Advantage Through the Supply Chain (L5M7) High Passing Score

Achieving Competitive Advantage Through the Supply Chain

*[L5M7]
Elective
Study Guide*

Level 5
Advanced Diploma in
Procurement and Supply

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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q54-Q59):

NEW QUESTION # 54

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

- A. Closer Tactical
- **B. Transactional**
- C. Outsourced
- D. Partnership

Answer: B

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 # 55

A hierarchically orientated organisation would have which of the following characteristics?

- A. Integration focus
- B. Equality among employees
- **C. Stability and control**
- D. Flexibility and discretion

Answer: C

Explanation:

A hierarchical culture values stability, control, and formal structure, with defined authority levels.

Short cited extract: "Hierarchy culture - stability, rules, and control mechanisms." (L5M7 Study Guide, p. 60) Reference: CIPS L5M7 Study Guide, p. 60.

NEW QUESTION # 56

Kerry is a new department manager at XYZ Ltd. The company has several manufacturing divisions that serve different market segments. She is considering introducing Total Quality Management (TQM) only in her division. Is this a good idea?

- **A. No - TQM is a holistic approach and should be implemented company-wide**
- B. Yes - TQM will ensure her division outperforms the other divisions
- C. Yes - staff will respond positively to the change
- D. No - TQM is not suitable in a manufacturing company

Answer: A

Explanation:

TQM is a holistic philosophy requiring organisation-wide adoption and leadership commitment; partial

/isolated adoption undermines results. Short cited terms: "holistic," "organisation-wide commitment" (L5M7 Study Guide, p.118). Reference: CIPS L5M7 Study Guide, p.118.

NEW QUESTION # 57

Which of the following could be considered added value within a supply chain? Select THREE.

- A. Marketing
- B. Quality
- C. Time to market
- D. Profit
- E. Innovation

Answer: B,C,E

Explanation:

The guide lists quality, innovation, and time-to-market among ways supply chains create added value (others include price/cost reduction and risk reduction). Short extract: "added value may be created through quality, innovation and time-to-market." (L5M7 Study Guide, p.27) Reference: L5M7 Study Guide, p.27.

NEW QUESTION # 58

Which of the following statements about supply chain knowledge is correct? Select TWO.

- A. Where supply chain knowledge is low, members tend to operate independently of others.
- B. Where technology utilisation is low, systems and policies are consistent.
- C. Where there is high readiness to use technology, IT use is deliberate and structured.
- D. Where supply chain knowledge is low, there is high collaboration with partners.

Answer: A,C

Explanation:

When knowledge is low, members work independently; high technological readiness creates deliberate and structured IT use.

Short cited term: "low knowledge # independent working; high tech readiness # structured IT use." (L5M7 Study Guide, p. 51)

Reference: CIPS L5M7 Study Guide, p. 51.

NEW QUESTION # 59

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