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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q59-Q64):

NEW QUESTION # 59

Which of the following is an example of Variable Pricing?

- A. A cleaning firm charges more when demand increases.
- B. A retailer holds a January sale.
- C. A restaurant offers student discounts.
- D. A wholesaler offers a discount when a customer buys more than 100 units.

Answer: D

Explanation:

Variable Pricing changes the unit price based on quantity purchased; larger volumes trigger discounts.

Short cited term: "price varies with quantity ordered." (L5M7 Study Guide, pp. 188-191) Reference: CIPS L5M7 Study Guide, pp.

NEW QUESTION # 60

An organisation can leverage effective Supply Chain Management to deliver Competitive Advantage. What is meant by Competitive Advantage?

- A. A benefit that an organisation can use to outperform competitors in the marketplace
- B. Cost savings by narrowing the supply chain
- C. Outperforming competitors financially
- D. Becoming the leader in the marketplace through working closely with the supply chain

Answer: A

Explanation:

Competitive advantage is a distinct capability that allows an organisation to outperform its rivals, whether through cost efficiency, quality, innovation, or service.

Short cited term: "advantage that enables outperforming competitors" (L5M7 Study Guide, p. 2).

Reference: CIPS L5M7 Study Guide, p. 2.

NEW QUESTION # 61

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

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

Answer: C

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 # 62

Mark, a logistics procurement manager, describes his chain as tightly coupled. What does this mean?

- A. There are many organisations in the supply chain
- B. There is flexibility in the supply chain
- C. The supply chain is strong
- D. There is a high level of interdependency in the supply chain

Answer: D

Explanation:

A tightly coupled supply chain exhibits high interdependence between members; decisions by one partner affect all others.

Short cited extract: "Tightly coupled = high interdependence between supply-chain partners." (L5M7 Study Guide, p. 82)

Reference: CIPS L5M7 Study Guide, p. 82.

NEW QUESTION # 63

Which industry is most likely to use supplier tiering?

- A. Automotive
- B. Services
- C. Agriculture
- D. Finance

Answer: A

Explanation:

The automotive industry uses supplier tiering, assigning responsibility to different supplier levels (Tier 1, Tier 2, etc.) for efficiency and control.

Short cited extract: "Automotive sector commonly applies supplier-tier structures." (L5M7 Study Guide, p. 115)

Reference: CIPS L5M7 Study Guide, p. 115.

NEW QUESTION # 64

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