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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 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.
Topic 3	<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.

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

NEW QUESTION # 59

Electro Bob is a wholesaler of electrical equipment. One of its customers, RoostyFace, spends very little and is unlikely ever to increase its spend. What type of customer is RoostyFace to Electro Bob (Supplier Preferecing Model)?

- A. Nuisance
- B. Core
- C. Exploitative
- D. Annoying

Answer: A

Explanation:

In supplier preferencing, nuisance customers have low value/attractiveness with limited growth potential.

Short cited terms: "nuisance," "low attractiveness/low value" (L5M7 Study Guide, p.86).

Reference: CIPS L5M7 Study Guide, p.86.

NEW QUESTION # 60

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

Answer: B

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 # 61

A pricing approach in which a value point is decided upon and maintained for a prescribed period is known as what?

- A. Cost-Plus Pricing
- **B. Fixed Pricing**
- C. Variable Pricing
- D. Competitive Pricing

Answer: B

Explanation:

Fixed pricing maintains a constant price for a defined period regardless of market changes, providing stability for both buyer and supplier.

Short cited extract: "Fixed pricing - price remains constant for an agreed duration." (L5M7 Study Guide, p. 188)

Reference: CIPS L5M7 Study Guide, p. 188.

NEW QUESTION # 62

Within the supply chain, which of the following is not considered a 'flow'?

- A. Financial flow
- **B. Decision flow**
- C. Information flow
- D. Materials flow

Answer: B

Explanation:

Supply chains are characterised by three primary flows - materials, information, and finance. "Decision flow" is not a recognised category.

Short cited term: "three main flows: material, information, finance." (L5M7 Study Guide, p. 155) Reference: CIPS L5M7 Study Guide, p. 155.

NEW QUESTION # 63

For items viewed as Strategic/Critical (high supply risk and high value), which sourcing strategy is best?

- A. Competitive bidding
- B. Outsourcing
- C. Arm's-length relationship with supplier
- **D. Partnership or alliance approach**

Answer: D

Explanation:

The Kraljic Matrix recommends partnership/alliances for strategic items to secure continuity, innovation, and joint value creation. Short cited term: "strategic items ... partnership" (L5M7 Study Guide, p. 84).

Reference: CIPS L5M7 Study Guide, p. 84.

NEW QUESTION # 64

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