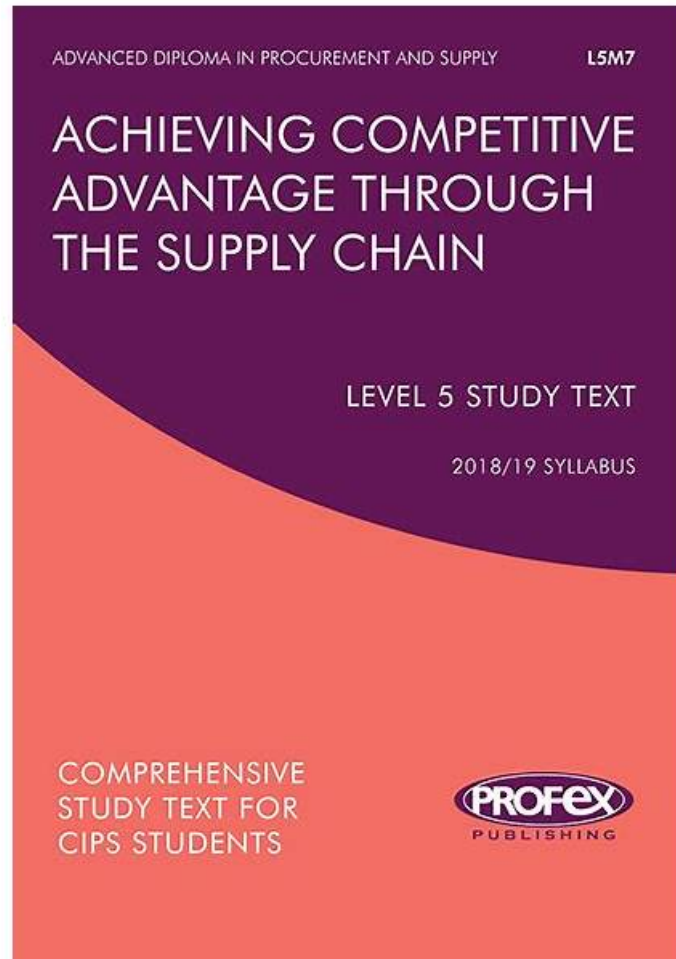


Achieving Competitive Advantage Through the Supply Chain (L5M7) Updated Torrent & L5M7 Training Vce & Achieving Competitive Advantage Through the Supply Chain (L5M7) Pdf Exam



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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 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.
Topic 3	<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.

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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q55-Q60):

NEW QUESTION # 55

Which of the following are incentives for suppliers to perform well on a contract? Select TWO.

- A. Outcome-based pricing
- B. Quality-based pricing
- C. Market-based pricing
- D. Revenue-based pricing

Answer: A,D

Explanation:

Revenue-based and Outcome-based pricing share financial benefits and performance gains, motivating suppliers to excel.

Short cited term: "gainshare, revenue and outcome pricing as supplier incentives." (L5M7 Study Guide, p.

198)

Reference:CIPS L5M7 Study Guide, p. 198.

NEW QUESTION # 56

In what way has the increase in the use of technology affected buyer-supplier relationships?

- A. It has increased the bargaining power of buyers because technology has increased operational costs.
- B. It has reduced the bargaining power of buyers because there are fewer suppliers.
- C. It has increased the bargaining power of suppliers as they can provide faster quotations.
- **D. It has reduced the bargaining power of suppliers as buyers now have access to a wider pool of suppliers and product information.**

Answer: D

Explanation:

Technology enhances buyer access to data, broadening supplier choice and transparency, which reduces supplier power.

Short cited term: "technology has reduced suppliers' bargaining power" (L5M7 Study Guide, p. 66).

Reference:CIPS L5M7 Study Guide, p. 66.

NEW QUESTION # 57

When analysing a series of data, the number which occurs most frequently is known as what?

- **A. Mode**
- B. Mean
- C. Median
- D. Average

Answer: A

Explanation:

The Mode is the value that appears most often in a dataset, distinguishing it from the mean (average) and median (middle value).

Short cited term: "mode = most frequent value." (L5M7 Study Guide, p. 149) Reference:CIPS L5M7 Study Guide, p. 149.

NEW QUESTION # 58

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

- A. The supply chain is strong
- B. There are many organisations in the supply chain
- C. There is flexibility in the supply chain
- **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 # 59

Which of the following describes an Adhocracy organisational structure? Select TWO.

- A. Highly formalised structure
- B. Has a vertical structure where managers maintain control
- C. Highly documented routine processes
- **D. Low levels of centralisation**
- **E. Can respond quickly to change**

Answer: D,E

Reference: CIPS L5M7 Study Guide, p. 64.

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