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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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 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.
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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q19-Q24):

NEW QUESTION # 19

A car manufacturer that accommodates unique and desirable features into design at a premium cost is using which of the following strategies?

- A. Cost Focus
- B. Cost Leadership
- C. Customer Experience
- **D. Differentiation**

Answer: D

Explanation:

Differentiation Strategy involves offering products with unique attributes that customers value and are willing to pay more for, thus achieving competitive advantage.

Short cited term: "differentiation - unique product features at premium price." (L5M7 Study Guide, p. 177) Reference: CIPS L5M7 Study Guide, p. 177.

NEW QUESTION # 20

What is Six Sigma?

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

Answer: C

Explanation:

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.

NEW QUESTION # 21

When would you use a Fishbone (Ishikawa) Diagram?

- A. To map issues in the supply chain
- **B. To identify the cause of a problem**
- C. To decide which supplier to use
- D. To clarify a relationship

Answer: B

Explanation:

A Fishbone Diagram identifies root causes of problems by categorising factors (e.g., people, process, materials, environment).

Short cited term: "used to identify root causes of problems." (L5M7 Study Guide, p. 126) Reference: CIPS L5M7 Study Guide, p. 126.

NEW QUESTION # 22

Which of the following are considered the 'Golden Metrics' used to measure performance?
Select THREE.

- **A. Safety**
- B. Financial Stability
- **C. Delivery Performance**
- D. Ethics
- **E. Total Cycle Time**

Answer: A,C,E

Explanation:

The five Golden Metrics of supply chain performance are: safety, quality, delivery performance, total cost, and total cycle time. They represent universally accepted indicators of operational excellence.

Short cited extract: "Golden Metrics - safety, quality, delivery, total cost, total cycle time." (L5M7 Study Guide, p.123)

Reference: CIPS L5M7 Study Guide, p.123.

NEW QUESTION # 23

RIDDOR statistics provide information on which of the following?

- A. Conformance with specification
- B. Speed of production
- C. Financial standing
- **D. Health and safety**

Answer: D

Explanation:

RIDDOR (Reporting of Injuries, Diseases and Dangerous Occurrences Regulations) relates to health and safety performance measurement-tracking workplace incidents and compliance.

Short cited extract: "RIDDOR statistics relate to health and safety reporting." (L5M7 Study Guide, p.141) Reference: CIPS L5M7 Study Guide, p.141.

NEW QUESTION # 24

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