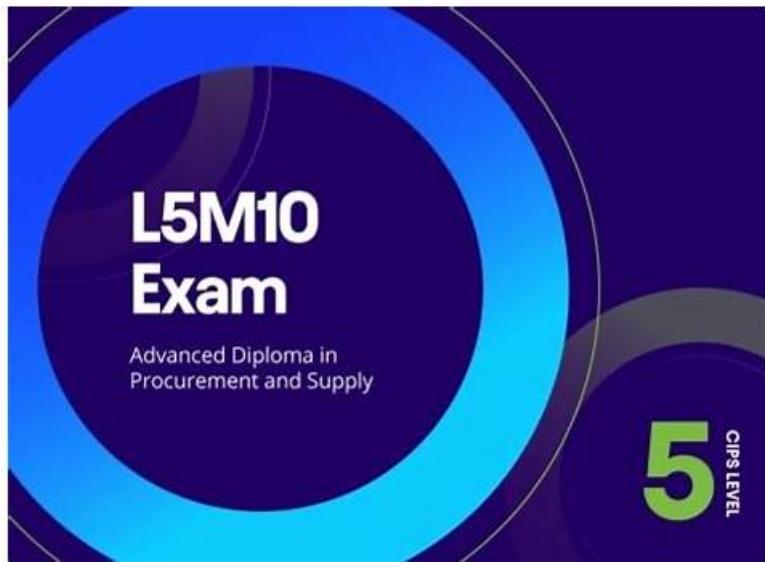


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## CIPS L5M10 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> <li>Understand Capacity Planning and Control in Logistics Management: This section of the exam measures the skills of Operations Planners and focuses on the techniques and systems used to manage capacity, demand, and resource planning across logistics activities. It explains how organizations balance planning with real-time control, adjust to fluctuating demand, and schedule workloads effectively. Candidates are expected to understand capacity concepts, constraints, demand forecasting, capacity measurement, and different planning approaches such as level planning, chase demand strategies, and demand management methods. The section also examines the use of technology in capacity planning, particularly Materials Requirements Planning (MRP), MRP II, ERP systems, master production scheduling, inventory data, and bills of materials, while recognizing the limitations of these tools. Finally, it covers the role of reverse logistics, emphasizing the handling of customer returns, the development of return policies, and how returned items are reintegrated into the supply chain.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Analyse the Role and Activities of Logistics Management: This section of the exam measures the skills of Logistics Managers and covers the essential concepts, functions, and strategic importance of logistics within modern supply chains. It explains what logistics is, how its key elements work together—such as transportation, warehousing, inventory, packaging, information flow, and security—and how these components support procurement, production, distribution, after-sales processes, and product disposal. The section explores how logistics integrates with broader supply chain management and introduces the idea of total logistics and total cost thinking, showing how multimodal transport and pipeline inventory contribute to efficiency. Candidates must understand how logistics creates competitive advantage by aligning operations with business strategy, managing customer service levels, measuring service quality, and recognizing its financial impact. This heading also evaluates the increasing role of technology in logistics, including barcoding, RFID, e-fulfilment systems, warehouse management systems, automated data capture, and the integration of digital tools across the logistics network.</li> </ul>

## CIPS Logistics Management Sample Questions (Q18-Q23):

### NEW QUESTION # 18

Which of the following statements about Sales and Operations Planning (S&OP) are TRUE? Select TWO

- A. It is a process of planning future aggregate resource levels so that supply will balance with demand
- B. It is a fundamental financial plan to ensure business profitability in relation to supply and demand
- C. It is a cross-functional activity
- D. Competitors' behaviour is not accounted for in Sales and Operations Planning

**Answer: A,C**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

S&OP aligns aggregate demand and supply by planning future resource levels, typically on a rolling monthly cycle. It is explicitly cross-functional, involving operations/logistics, marketing/sales, finance, and HR to reconcile a single plan. While finance input is important, S&OP is not merely a financial plan, and external factors—including competitor actions—are considered in demand assumptions. (Reference: CIPS L5M10 Study Guide, S&OP overview, p. 112)

### NEW QUESTION # 19

In which circumstance does the supplier hold the power in negotiations?

- A. High-value contract, low market risk
- B. High-value contract, low market risk
- C. Low-value contract, low market risk
- D. Low-value contract, high market risk

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The supplier positioning/power matrix shows supplier power increases when the buyer's spend is low (low value to the supplier) and market risk is high (limited alternatives, volatility). Buyer power is strongest with high contract value and low market risk. (Reference:

### NEW QUESTION # 20

Apart from customers, which of the following are external stakeholders involved in reverse logistics operations? Select TWO.

- A. Suppliers
- B. Banks and creditors
- C. Drivers of logistics vehicles
- D. Government agencies

**Answer: A,D**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

External stakeholders in reverse logistics includes suppliers, who may receive returned goods or components, and government agencies, who regulate waste handling, recycling, and environmental compliance. Banks and creditors are financial stakeholders, not operational ones, and logistics drivers are internal or connected stakeholders.

(Reference: CIPS L5M10 Study Guide, Reverse logistics stakeholders, p. 192)

### NEW QUESTION # 21

Omar is forecasting future demand. Normally he uses three years of sales data, but this year he's been asked to include data back to 2004. Which forecasting technique is he using?

- A. Exponential smoothing technique
- B. Moving average technique
- C. Time series method
- D. Simple linear regression

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Exponential smoothing gives progressively less weight to older data but uses the entire historical dataset to forecast future demand. Moving averages, by contrast, use a fixed number of recent periods. (Reference: CIPS L5M10 Study Guide, Demand forecasting methods, p. 157)

### NEW QUESTION # 22

"Pick and Pack" is a warehouse management system (WMS) functionality detailing how items should be picked to fulfil customer orders. Which of the following are types of pick paths that can be programmed into a WMS? Select THREE

- A. Line picking
- B. Batch picking
- C. Zone picking
- D. Wave picking
- E. Rotation picking

**Answer: B,C,D**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Common WMS pick-path/strategy types include zone picking (pickers confined to zones), wave picking (releasing picks in waves), and batch picking (multiple orders picked in one pass). "Line picking" and "rotation picking" are not standard WMS pick-path terms in the context used here. (Reference: CIPS L5M10 Study Guide, WMS and "pick & pack" functions, p. 88; Inventory picking strategies, LO 1.1)

### NEW QUESTION # 23

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