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The Achieving Competitive Advantage Through the Supply Chain (L5M7) (L5M7) practice test is being offered in three different formats. These CIPS L5M7 exam questions formats are PDF dumps files, web-based practice test software, and desktop practice test software. All these CIPS L5M7 Exam Dumps formats contain real, updated, and error-free Achieving Competitive Advantage Through the Supply Chain (L5M7) (L5M7) exam questions that prepare you for the final L5M7 exam.

## CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>• 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</li> <li>• 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.</li> </ul>
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### **CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q82-Q87):**

#### **NEW QUESTION # 82**

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

Select THREE.

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

**Answer: A,D,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 # 83**

Where two organisations at different levels of the supply chain share responsibilities, resources, and performance information to serve similar end customers, what is this known as?

- A. Horizontal collaboration
- B. Tight supply chain collaboration
- C. Loose supply chain collaboration
- D. Vertical collaboration

**Answer: D**

Explanation:

Vertical collaboration occurs between different tiers (e.g., buyer-supplier) to coordinate capabilities for customer value. Short cited term: "vertical collaboration ... different levels/tiers" (L5M7 Study Guide, p.90).

Reference:CIPS L5M7 Study Guide, p.90.

#### NEW QUESTION # 84

A company which uses Client Experience Strategy as part of its marketing tactic would provide which of the following? Select TWO.

- A. Personalise the user experience
- B. Listen to customer feedback
- C. Lower prices
- D. Provide a website

**Answer: A,B**

Explanation:

A Client Experience Strategy focuses on enhancing the end-to-end customer journey by understanding customer needs, personalising interactions, and incorporating feedback.

Short cited extract: "Customer experience strategy includes listening to feedback and personalising interactions." (L5M7 Study Guide, p.183) Reference:CIPS L5M7 Study Guide, p.183.

#### NEW QUESTION # 85

An organisation with a market-orientated approach to competitive advantage would have which feature?

- A. Large workforce
- B. The customer comes first
- C. Detailed specifications
- D. High expectations of staff

**Answer: B**

Explanation:

A market-orientated approach centres on customer needs, designing offerings around satisfaction and experience rather than internal operations.

Short cited extract: "Market-oriented - focus on customer satisfaction and value creation." (L5M7 Study Guide, p.55) Reference:CIPS L5M7 Study Guide, p.55.

#### NEW QUESTION # 86

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

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

**Answer: D**

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 # 87

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