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## CIPS Logistics Management Sample Questions (Q36-Q41):

### NEW QUESTION # 36

Mobile Ltd offers customers £50 to return old or broken phones. What is the most likely reason?

- A. Reuse
- **B. Recovery**
- C. Recycle
- D. Re-manufacture

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

"Recovery" focuses on extracting valuable materials (e.g., precious metals) from returned items. For broken phones, recovery is often most economical versus full remanufacture. (CIPS L5M10 Study Guide, p. 191)

#### **NEW QUESTION # 37**

Harry is a Project Manager at a logistics organisation and is planning long-term for the development of his department. Harry should focus his strategic long-term plan on control measures that should be put in place. Is this true?

- A. No - Harry should focus on contingencies at the strategic planning stage
- B. Yes - control measures should be considered as part of all plans
- C. Yes - control is the process adopted by an organisation to cope with changes in plans
- **D. No - strategic plans have little emphasis on control measures and focus on resource requirements**

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

In long-term (strategic) planning, the emphasis is on direction and resource requirements, with little emphasis on detailed control measures; contingency details are typically considered at tactical/mid-term levels. (CIPS L5M10 Study Guide, p. 104)

#### **NEW QUESTION # 38**

What is the name of the common indicator, often expressed as a percentage of time when an organisation's core resource (equipment or people) is engaged in production or transformation activities?

- A. Waiting rate
- B. Production rate
- C. Downtime rate
- **D. Utilisation rate**

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Utilisation rate measures the proportion of available capacity that is actually used for productive activity. It is calculated as: This indicator helps managers understand how efficiently facilities or resources are being used. High utilisation may indicate efficiency but could also suggest limited flexibility. (Reference: CIPS L5M10 Study Guide, Capacity utilisation and performance measures, p. 132)

#### **NEW QUESTION # 39**

Which of the following is an EU Directive aimed at reducing the amount of electronic waste going to landfill?

- **A. WEEE**
- B. Extended Producer Responsibility
- C. Environment Act 2021
- D. ISO14001

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

WEEE (Waste Electrical and Electronic Equipment) is the EU directive targeting collection, treatment, and recycling of electrical/electronic waste to reduce landfill. (CIPS L5M10 Study Guide, p. 194)

### NEW QUESTION # 40

Blue Toes Inc. conducts a Cost-to-Serve analysis and identifies customer "Pink Nose" as low-cost-to-serve and high-value. Which strategy should they apply?

- A. Protect
- B. Build
- C. Cost engineer
- D. Danger zone

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The Customer Profitability Matrix (Christopher, 1998) identifies "Protect" for high-value, low-cost-to-serve accounts - focusing on retention and maintaining satisfaction.

(Reference: CIPS L5M10 Study Guide, Customer Profitability Matrix, p. 62)

### NEW QUESTION # 41

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