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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q59-Q64):

NEW QUESTION # 59

Within the supply chain, which of the following is not considered a 'flow'?

- A. Decision flow
- B. Materials flow
- C. Information flow
- D. Financial flow

Answer: A

Explanation:

Supply chains are characterised by three primary flows- materials, information, and finance. "Decision flow" is not a recognised category.

Short cited term: "three main flows: material, information, finance." (L5M7 Study Guide, p. 155) Reference:CIPS L5M7 Study Guide, p. 155.

NEW QUESTION # 60

Which of the following is an example of Variable Pricing?

- A. A wholesaler offers a discount when a customer buys more than 100 units.
- B. A cleaning firm charges more when demand increases.
- C. A restaurant offers student discounts.
- D. A retailer holds a January sale.

Answer: A

Explanation:

Variable Pricing changes the unit price based on quantity purchased; larger volumes trigger discounts.

Short cited term: "price varies with quantity ordered." (L5M7 Study Guide, pp. 188-191) Reference:CIPS L5M7 Study Guide, pp. 188-191.

NEW QUESTION # 61

Which approach to quality involves manufacturing only what is required, when it is required?

- A. Total Quality Control
- B. Just-in-Time
- C. Zero Defects
- D. Total Quality Management

Answer: B

Explanation:

Just-in-Time (JIT) manufacturing produces goods only when required, eliminating excess inventory and waste, ensuring smooth, efficient flow.

Short cited term: "make only what is needed, when needed" (L5M7 Study Guide, p. 30).

Reference:CIPS L5M7 Study Guide, p. 30.

NEW QUESTION # 62

A Resource-Based View(RBV) focuses on which aspect of competitive advantage?

- A. Using the external environment to create value
- B. Internal environment as a driver of competitive advantage
- C. Narrowing the supply chain to create efficiencies
- D. Achieving cost leadership through lower prices

Answer: B

Explanation:

The Resource-Based View(RBV) argues that unique internal resources and capabilities are the key to sustainable competitive advantage.

Short cited extract: "Competitive advantage stems from internal resources and capabilities." (L5M7 Study Guide, p.52) Reference:CIPS L5M7 Study Guide, p.52.

NEW QUESTION # 63

Which of the following is NOT an objective of Total Quality Management (TQM)?

- A. Employee empowerment
- B. Zero-defects
- **C. Financial planning**
- D. Meeting customer expectations

Answer: C

Explanation:

TQM objectives focus on customer satisfaction, zero defects, and employee engagement, not financial planning.

Short cited extract: "TQM aims: customer focus, zero defects, continuous improvement - not financial planning." (L5M7 Study Guide, p. 112) Reference: CIPS L5M7 Study Guide, p. 112.

NEW QUESTION # 64

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