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## CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>
Topic 2	<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 3	<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>
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## Pass Guaranteed 2026 CIPS Reliable L5M7: Achieving Competitive Advantage Through the Supply Chain (L5M7) Reliable Test Experience

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### CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q22-Q27):

#### NEW QUESTION # 22

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 # 23

Which of the following departments within an organisation form part of the Value Chain?  
Select THREE.

- **A. Operations**
- **B. Logistics**
- **C. Marketing**
- D. Human Resources
- E. Procurement

**Answer: A,B,C**

Explanation:

According to Michael Porter's Value Chain, primary activities include inbound logistics, operations, outbound logistics, marketing and sales, and service. Procurement and HR are support activities.

Short cited term: "primary activities - logistics, operations, marketing and sales" (L5M7 Study Guide, p. 76).

Reference:CIPS L5M7 Study Guide, p. 76.

**NEW QUESTION # 24**

In a typical Supply Chain Quality Framework (SCQF), which of the following characteristics is likely to feature?  
Select THREE.

- A. Marketing
- **B. Information**
- **C. Continuous Improvement**
- **D. Sustainability**
- E. Procurement

**Answer: B,C,D**

Explanation:

The SCQF integrates factors that promote long-term excellence across the chain: leadership, stakeholder commitment, sustainability, information management, and continuous improvement. These underpin effective quality and performance.

Short cited term: "key features include sustainability, information and continuous improvement." (L5M7 Study Guide, p. 34)

Reference:CIPS L5M7 Study Guide, p. 34.

**NEW QUESTION # 25**

The effective balancing of demand variability and inventory that achieves the optimal time a product passes through the supply chain is known as:

- **A. The Theory of Swift, Even Flow**
- B. Cycle Time
- C. Lean Manufacturing
- D. Just-in-Time

**Answer: A**

Explanation:

The Theory of Swift Even Flow states that organisational efficiency improves as the flow of materials, information, and cash becomes smooth and consistent through the chain.

Short cited term: "balancing demand and inventory to achieve swift, even flow." (L5M7 Study Guide, p. 37) Reference:CIPS L5M7 Study Guide, p. 37.

**NEW QUESTION # 26**

RIDDOR statistics provide information on which of the following?

- A. Conformance with specification
- B. Financial standing
- C. Speed of production
- **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 # 27**

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