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CIPS L5M10 Exam Syllabus Topics:

Topic	Details
Topic 1	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.
Topic 2	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.

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CIPS Logistics Management Sample Questions (Q85-Q90):

NEW QUESTION # 85

Martin Christopher argues that Competitive Advantage is formed through the management of which THREE aspects?

- A. Competitors
- B. Customer
- C. Cost
- D. Creditors
- E. Company

Answer: A,B,E

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Martin Christopher's Three Cs model emphasises achieving competitive advantage through balancing and managing the Company, Customer, and Competitors. These must be aligned to deliver superior value and sustained differentiation. (Reference: CIPS L5M10 Study Guide, Christopher's Three Cs model, p. 59)

NEW QUESTION # 86

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 # 87

Select from the following list the example of reverse logistics.

- A. The manufacturer sends completed goods to the customer
- B. A supplier provides an additional delivery of items to the buyer
- C. A distribution centre sends goods to several retail units using the same delivery truck
- D. A retail outlet returns faulty goods to the manufacturer

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Reverse logistics involves goods moving upstream in the supply chain - typically from customers back to the manufacturer or supplier - for return, repair, reuse, or recycling. Returning faulty goods to a manufacturer is a textbook example.

(Reference: CIPS L5M10 Study Guide, Reverse logistics definition and examples, p. 189)

NEW QUESTION # 88

Invoice accuracy would affect which element of a company's balance sheet?

- A. Inventory
- B. Current liabilities
- C. Property, plant and equipment
- **D. Receivables**

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Receivables (debtors) represent money owed from customers. Incorrect invoicing affects these values and distorts reported working capital.

(Reference: CIPS L5M10 Study Guide, Financial impact of logistics, p. 67)

NEW QUESTION # 89

In which of the following examples is capacity expressed as an input capacity measure?

- A. A machine produces 100 widgets per day
- B. A factory makes 1,000 cupcakes a day
- **C. An oil refinery processes 800 barrels of crude oil per day**
- D. A worker sews 10 buttons per hour

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Capacity can be measured as input (amount of input resource the system can accept) or output (units produced).

Refinery throughput stated in barrels of crude oil is an input-based expression; the other options express output. (CIPS L5M10 Study Guide, p. 107)

NEW QUESTION # 90

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