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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q25-Q30):

NEW QUESTION # 25

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

Answer: C

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 # 26

Guppy Fish Ltd manufactures machinery. A rival is releasing automated technology that could replace manual operation. What type of threat does this pose?

- A. Bargaining power of buyers
- B. Threat of artificial intelligence
- C. Threat of new entrants
- D. Bargaining power of suppliers

Answer: C

Explanation:

According to Porter's Five Forces, new automated competitors represent a threat of new entrants, introducing innovation and market pressure.

Short cited extract: "New entrants increase competition and threaten existing players." (L5M7 Study Guide, p. 56)

Reference:CIPS L5M7 Study Guide, p.56.

NEW QUESTION # 27

In a typical supply chain, in which direction does value-add travel?

- A. From the OEM to the retailer
- B. From the customer to the distributor
- C. From the retailer to the supplier
- D. From the first supplier to the customer

Answer: D

Explanation:

Value flows downstream, originating with suppliers and moving toward the end customer. A typical chain is tiered suppliers # OEM/producer # distributors/retailers # customer. Short cited term: "value moves downstream" (L5M7 Study Guide, p.4).

Reference:CIPS L5M7 Study Guide, p.4.

NEW QUESTION # 28

For which of the following supply examples is trust in the supplier least important?

- A. A non-critical item with low supply risk
- B. A leverage item with high profit impact
- C. A strategic item with high supply risk
- D. A bottleneck item critical to production

Answer: A

Explanation:

Non-critical items involve low value and low risk, usually managed via transactional or arm's-length relationships where trust plays a minor role.

Short cited term: "non-critical = low trust required." (L5M7 Study Guide, p. 221) Reference:CIPS L5M7 Study Guide, p. 221.

NEW QUESTION # 29

A strategy in which an organisation concentrates its resources on a narrow market or industry segment is which of Porter's Generic Strategies?

- A. Differentiation
- B. Cost Certainty

- C. Focus
- D. Cost Leadership

Answer: C

Explanation:

Porter's Focus Strategy involves targeting a niche market to meet unique needs better than competitors.

Short cited term: "focus - targeting a narrow market segment" (L5M7 Study Guide, p. 52).

Reference: CIPS L5M7 Study Guide, p. 52.

NEW QUESTION # 30

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