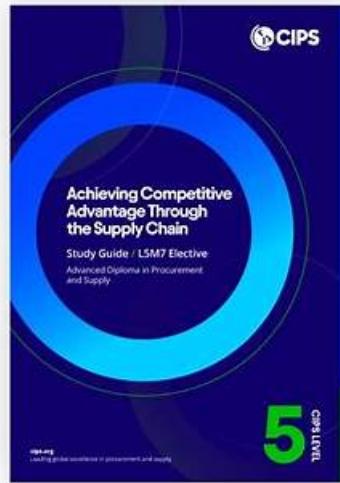


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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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.
Topic 2	<ul style="list-style-type: none">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.

Topic 3	<ul style="list-style-type: none"> 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. 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.
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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q59-Q64):

NEW QUESTION # 59

Which of the following attributes does not impact the type of buyer-supplier relationship?

- A. Duration of relationship
- B. Finance**
- C. Communication
- D. Level of trust

Answer: B

Explanation:

The main relationship drivers are trust, communication, duration, and problem-solving. Finance alone does not define the relationship type.

Short cited extract: "Key relational attributes: trust, communication, duration, joint problem-solving." (L5M7 Study Guide, p. 80)
Reference:CIPS L5M7 Study Guide, p. 80.

NEW QUESTION # 60

In what way has the increase in the use of technology affected buyer-supplier relationships?

- A. It has reduced the bargaining power of suppliers as buyers now have access to a wider pool of suppliers and product information.**
- B. It has reduced the bargaining power of buyers because there are fewer suppliers.
- C. It has increased the bargaining power of suppliers as they can provide faster quotations.
- D. It has increased the bargaining power of buyers because technology has increased operational costs.

Answer: A

Explanation:

Technology enhances buyer access to data, broadening supplier choice and transparency, which reduces supplier power.

Short cited term: "technology has reduced suppliers' bargaining power" (L5M7 Study Guide, p. 66).

Reference:CIPS L5M7 Study Guide, p. 66.

NEW QUESTION # 61

A Resource-Based Review(RBR) focuses on which aspect of competitive advantage?

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

Answer: D

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 # 62

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 retailer holds a January sale.
- D. A restaurant offers student discounts.

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 # 63

For items viewed as Strategic/Critical (high supply risk and high value), which sourcing strategy is best?

- A. Partnership or alliance approach
- B. Competitive bidding
- C. Arm's-length relationship with supplier
- D. Outsourcing

Answer: A

Explanation:

The Kraljic Matrix recommends partnership/alliances for strategic items to secure continuity, innovation, and joint value creation. Short cited term: "strategic items ... partnership" (L5M7 Study Guide, p.84).

Reference:CIPS L5M7 Study Guide, p.84.

NEW QUESTION # 64

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