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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q32-Q37):

NEW QUESTION # 32

A car manufacturer that accommodates unique and desirable features into design at a premium cost is using which of the following strategies?

- A. Cost Leadership
- B. Cost Focus
- 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 # 33

RIDDOR statistics provide information on which of the following?

- A. Speed of production
- B. Financial standing
- C. Health and safety
- D. Conformance with specification

Answer: C

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 # 34

Which of the following relationship styles is the least collaborative?

- A. Outsourced
- B. Arm's-length
- C. Strategic alliance
- D. Transactional

Answer: B

Explanation:

On the relationship spectrum, arm's-length is a low-collaboration style (only adversarial is lower), characterised by limited information sharing and short-term focus. Short cited term: "relationship spectrum ...

arm's-length (low collaboration)" (L5M7 Study Guide, p.80).

Reference:CIPS L5M7 Study Guide, p.80.

NEW QUESTION # 35

In a supply chain, can a downstream supplier influence all aspects of quality including customer perception?

- A. No - a downstream supplier has no control over quality at all
- B. Yes - downstream suppliers have the most power in the chain
- C. Yes - customer perception is derived from the supplier's inputs and specification
- D. No - customer perception is influenced by other functions such as marketing

Answer: D

Explanation:

A downstream supplier influences most aspects of quality but not customer perception, which is shaped by marketing and brand functions.

Short cited term: "except customer perception, influenced by marketing" (L5M7 Study Guide, p. 30).

Reference:CIPS L5M7 Study Guide, p. 30.

NEW QUESTION # 36

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

- A. Cost Certainty

- **B. Focus**
- C. Cost Leadership
- D. Differentiation

Answer: B

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 # 37

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