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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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 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.
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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q46-Q51):

NEW QUESTION # 46

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

Answer: B

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 # 47

Which is the correct order that ensures quality is achieved in a business process?

- A. Check, Do, Act, Plan
- **B. Plan, Do, Check, Act**
- C. Plan, Check, Do, Act
- D. Check, Act, Plan, Do

Answer: B

Explanation:

The PDCA Cycle - Plan, Do, Check, Act - provides a structured approach to continuous quality improvement. It begins with planning, implementing, monitoring, and then acting to refine the process.

Short cited extract: "The PDCA cycle - Plan, Do, Check, Act - underpins continuous improvement." (L5M7 Study Guide, p.129)

Reference: CIPS L5M7 Study Guide, p.129.

NEW QUESTION # 48

Which of the following are considered the 'Golden Metrics' used to measure performance?
Select THREE.

- A. Safety
- B. Ethics
- C. Total Cycle Time
- D. Delivery Performance
- E. Financial Stability

Answer: A,C,D

Explanation:

The five Golden Metrics of supply chain performance are: safety, quality, delivery performance, total cost, and total cycle time. They represent universally accepted indicators of operational excellence.

Short cited extract: "Golden Metrics - safety, quality, delivery, total cost, total cycle time." (L5M7 Study Guide, p.123)

Reference: CIPS L5M7 Study Guide, p.123.

NEW QUESTION # 49

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

Answer: B

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 # 50

George, a property manager, agrees a cost-plus payment with a plumber. Which of the following will he need to know to calculate total price?

Select THREE.

- A. Supplier's overhead and profit
- B. Cost of materials
- C. Cost of labour
- D. Supplier's pension contribution
- E. Supplier's tax rate

Answer: A,B,C

Explanation:

Cost-plus pricing is based on actual material and labour costs plus an agreed margin for overheads and profit.

Short cited extract: "Cost-plus = actual cost + agreed mark-up for profit/overheads." (L5M7 Study Guide, p. 191)

Reference: CIPS L5M7 Study Guide, p.191.

NEW QUESTION # 51

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