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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 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 3	<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.

CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q41-Q46):

NEW QUESTION # 41

A company which uses Client Experience Strategy as part of its marketing tactic would provide which of the following?
Select TWO.

- A. Lower prices
- B. Provide a website
- C. Listen to customer feedback
- D. Personalise the user experience

Answer: C,D

Explanation:

A Client Experience Strategy focuses on enhancing the end-to-end customer journey by understanding customer needs, personalising interactions, and incorporating feedback.

Short cited extract: "Customer experience strategy includes listening to feedback and personalising interactions." (L5M7 Study Guide, p.183) Reference:CIPS L5M7 Study Guide, p.183.

NEW QUESTION # 42

In Six Sigma, a Black Belt is the highest level that can be achieved. Is this correct?

- A. Yes - a Black Belt implements Six Sigma full-time
- B. No - there are higher levels such as Master Black Belt and Champion
- C. Yes - a Black Belt trains project teams
- D. No - Green Belt is the highest

Answer: B

Explanation:

The hierarchy extends beyond Black Belt, including Master Black Belts and Champions, who provide leadership and strategic direction.

Short cited term: "Master Black Belt and Champion above Black Belt." (L5M7 Study Guide, p. 153) Reference:CIPS L5M7 Study Guide, p. 153.

NEW QUESTION # 43

Which of the following is an example of a closed-loop supply chain?

- A. The sale of second-hand cars at a retail outlet
- B. A farm supplying milk to a dairy manufacturer
- **C. A retailer which accepts old phones to be given back to the manufacturer**
- D. The extraction of diamonds from a mine sold to a jewellery manufacturer

Answer: C

Explanation:

A closed-loop supply chain returns used products to the chain for reuse/recycling/remanufacture. Short extract: "closed loop - products/materials re-enter the supply chain." (L5M7 Study Guide, pp.5-7) Reference: L5M7 Study Guide, pp.5-7.

NEW QUESTION # 44

SRT Ltd, a national construction firm, has a centralised procurement function. What is an advantage of this?

- **A. Coordination of cost-reduction initiatives and bulk ordering**
- B. Stakeholder management
- C. Increased flexibility
- D. Closer to stakeholders

Answer: A

Explanation:

Centralised procurement enables better cost coordination, standardisation, and leverage through bulk purchasing, ensuring consistency across sites.

Short cited extract: "Centralised structures coordinate savings and achieve economies of scale." (L5M7 Study Guide, p. 69) Reference: CIPS L5M7 Study Guide, p. 69.

NEW QUESTION # 45

Which of the following could be considered added value within a supply chain? Select THREE.

- **A. Quality**
- B. Profit
- C. Marketing
- **D. Time to market**
- **E. Innovation**

Answer: A,D,E

Explanation:

The guide lists quality, innovation, and time-to-market among ways supply chains create added value (others include price/cost reduction and risk reduction). Short extract: "added value may be created through quality, innovation and time-to-market." (L5M7 Study Guide, p.27) Reference: L5M7 Study Guide, p.27.

NEW QUESTION # 46

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