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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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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Additionally, students can take multiple L5M7 exam questions, helping them to check and improve their performance. Three formats are prepared in such a way that by using them, candidates will feel confident and crack the Achieving Competitive Advantage Through the Supply Chain (L5M7) (L5M7) actual exam. These three formats suit different preparation styles of L5M7 test takers.

CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q12-Q17):

NEW QUESTION # 12

What is the name of the phenomenon in which a small change in consumer demand can have an amplified effect throughout the supply chain?

- A. Bullwhip Effect
- B. Supply and Demand
- C. Pareto Principle
- D. Amplification Concept

Answer: A

Explanation:

The study guide describes how demand variability amplifies upstream in the chain—commonly termed the "bullwhip effect." This is introduced when explaining basic supply-chain dynamics and flows. Short extract: "demand changes become amplified upstream (bullwhip effect)." (L5M7 Study Guide, p.4) Reference: L5M7 Study Guide, p.4.

NEW QUESTION # 13

Jerry works in product development at a clothing manufacturer. The company is discussing ways of adding value for customers. Jerry suggests reducing prices could be a form of added value. Is he correct?

- A. No - as the customer is not offered anything additional to their purchase.
- B. Yes - this is a form of added value but requires the ability of the supply chain to reduce costs.
- C. No - added value is only a form of innovation.
- D. Yes - this will increase the company's profit margin.

Answer: B

Explanation:

Added Value arises whenever the customer perceives extra benefit. Lowering prices can add value if the supply chain reduces costs to support it sustainably.

Short cited term: "price reduction is a form of added value if supported by cost efficiencies." (L5M7 Study Guide, p. 35)

Reference: CIPS L5M7 Study Guide, p. 35.

NEW QUESTION # 14

To analyse the value of inventory held, which data points must be collected? Select TWO.

- A. Purchase price
- B. Expiry date
- C. Number of items held in storage
- D. Number of items sold

Answer: A,C

Explanation:

Inventory valuation requires data on quantity in stock and unit purchase cost. These determine the total inventory value at any given time.

Short cited extract: "Inventory value = number of items × purchase cost." (L5M7 Study Guide, p.147) Reference: CIPS L5M7 Study Guide, p.147.

NEW QUESTION # 15

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

- A. Cost Focus
- B. Differentiation
- C. Customer Experience
- D. Cost Leadership

Answer: B

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 # 16

A marketplace which is described as a 'red ocean' has which of the following characteristics?

- A. No competition
- B. Lots of substitute products available
- C. Highly competitive
- D. Easy to enter

Answer: C

Explanation:

A Red Ocean market is highly competitive with many firms fighting for market share, leading to price wars and reduced margins.

Short cited term: "red ocean = intense competition and saturated market." (L5M7 Study Guide, p. 179) Reference: CIPS L5M7 Study Guide, p. 179.

NEW QUESTION # 17

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