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CIPS Logistics Management Sample Questions (Q73-Q78):

NEW QUESTION # 73

"Logistics is the flow of goods along a supply chain." Is this sentence true?

- A. Yes, but logistics also includes the flow of intangible items such as information and knowledge
- B. No - logistics is the management of supply and demand along the supply chain
- C. No - logistics is the management of suppliers
- D. Yes - logistics is the flow of goods, but only downwards along the supply chain

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Logistics encompasses the efficient flow and storage of goods, services, and related information from origin to consumption. It is not limited to physical goods or one direction; information and knowledge flows are integral. (Reference: CIPS L5M10 Study Guide, definition and scope of logistics, p. 3)

NEW QUESTION # 74

Blue Toes Inc. conducts a Cost-to-Serve analysis and identifies customer "Pink Nose" as low-cost-to-serve and high-value. Which strategy should they apply?

- A. Danger zone
- B. Cost engineer
- C. Build
- D. Protect

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The Customer Profitability Matrix (Christopher, 1998) identifies "Protect" for high-value, low-cost-to-serve accounts - focusing on retention and maintaining satisfaction.

(Reference: CIPS L5M10 Study Guide, Customer Profitability Matrix, p. 62)

NEW QUESTION # 75

Which governing body is responsible for the creation and management of Incoterms rules?

- A. United Nations
- B. International Labour Organization
- C. World Trade Organization
- D. International Chamber of Commerce

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Incoterms are published and maintained by the International Chamber of Commerce (ICC) to define buyer/seller responsibilities for delivery, risk, and costs under international sales contracts. (Reference: CIPS L5M10 Study Guide, Incoterms governance, p. 7)

NEW QUESTION # 76

Customer service levels can be measured using Service Level Agreements (SLAs). Which of the following are "hard" measures typically found in an SLA? Select THREE

- A. Stock availability
- B. Level of customer satisfaction
- C. First-time fix rate

- D. Seriousness of complaints
- E. On-time delivery

Answer: A,C,E

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

"Hard" measures are objective, quantifiable performance indicators-typical logistics/service measures include stock availability, first-time fix rate, and on-time delivery. Measures such as complaint seriousness and perceived satisfaction are "soft" (more subjective) but still useful. (Reference: CIPS L5M10 Study Guide, SLAs-hard vs soft measures, p. 60)

NEW QUESTION # 77

Which of the following is a type of 2D barcode that can hold large amounts of data and is commonly used by airlines for boarding passes?

- A. Codabar
- B. QR Code
- C. PDF417
- D. UPC

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

PDF417 is a 2D stacked barcode capable of storing large data sets, widely used in aviation (boarding passes) and logistics labels. (Reference: CIPS L5M10 Study Guide, Barcode types and uses, p. 75)

NEW QUESTION # 78

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CIPS Pass L5M10 Exam For candidates who are going to attend the exam, passing the exam is important, It is acknowledged that there are numerous L5M10 learning questions for candidates for the exam, however, it is impossible for you to summarize all of the key points in so many L5M10 study materials by yourself, CIPS Pass L5M10 Exam According to a recent report, those who own more than one skill certificate are easier to be promoted by their boss.

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