

# New Exam L5M7 Quizzes | High-quality L5M7 Test Vce Free: Achieving Competitive Advantage Through the Supply Chain (L5M7)



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## CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>• 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</li> <li>• 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.</li> </ul>
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## CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q79-Q84):

### NEW QUESTION # 79

Which of the following relationship styles has the least amount of trust?

- A. Partnership
- **B. Transactional**
- C. Outsourced
- D. Closer Tactical

**Answer: B**

Explanation:

The relationship spectrum shows that transactional relationships are the least trust-based, focusing on short-term exchanges with minimal collaboration.

Short cited extract: "Transactional - low trust, short-term, low collaboration." (L5M7 Study Guide, p.80) Reference: CIPS L5M7 Study Guide, p.80.

### NEW QUESTION # 80

Total Quality Management (TQM) is a long-term strategy. Is this TRUE?

- A. No - TQM is a short-term efficiency strategy
- **B. Yes - effort is required in the short and medium term; results may not be immediate**
- C. Yes - TQM requires at least one year to implement
- D. No - TQM makes a firm more Lean short-term

**Answer: B**

Explanation:

TQM is a long-term philosophy demanding sustained commitment; benefits emerge gradually through continuous improvement.

Short cited extract: "TQM is a long-term commitment where results may not be immediate." (L5M7 Study Guide, p. 118) Reference: CIPS L5M7 Study Guide, p. 118.

### NEW QUESTION # 81

What is the primary motivation for offshoring?

- A. Exploit other countries' resources
- B. Improve cultural competence
- C. Cheaper holidays
- D. Cut costs

**Answer: D**

Explanation:

Offshoring typically seeks cost reduction (e.g., labour arbitrage) while maintaining service/output levels; other motives are secondary.

Short cited term: "cost reduction/advantages" (L5M7 Study Guide, domain 1.4 discussion).

Reference: CIPS L5M7 Study Guide, Domain 1.4 (Offshoring and sourcing location).

### NEW QUESTION # 82

Trust is a dynamic concept required in partnership relationships. Which of the following are part of the five trust components important in supply chains?

- A. Loyalty
- B. Competence
- C. Power
- D. Charm
- E. Integrity

**Answer: A,B,E**

Explanation:

Trust in supply chains is built on components including integrity, competence, loyalty, openness, and fairness.

Short extract: "key trust components: integrity, competence, loyalty, openness, fairness." (L5M7 Study Guide, Domain 3.4 section)

Reference: L5M7 Study Guide, Domain 3.4 (Relationship/Trust components).

### NEW QUESTION # 83

Normal distribution forms what shape on a graph?

- A. Vertical line
- B. Circle
- C. Bell curve
- D. Horizontal line

**Answer: C**

Explanation:

A Normal Distribution forms an asymmetrical bell-shaped curve, representing probability distribution around a mean.

Short cited term: "normal distribution = bell-shaped curve." (L5M7 Study Guide, p. 150) Reference: CIPS L5M7 Study Guide, p. 150.

### NEW QUESTION # 84

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