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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 (Q63-Q68):

#### NEW QUESTION # 63

Within the supply chain, which of the following is not considered a 'flow'?

- A. Financial flow
- B. Materials flow
- C. Information flow
- **D. Decision flow**

**Answer: D**

Explanation:

Supply chains are characterised by three primary flows- materials, information, and finance. "Decision flow" is not a recognised category.

Short cited term: "three main flows: material, information, finance." (L5M7 Study Guide, p. 155) Reference: CIPS L5M7 Study Guide, p. 155.

#### NEW QUESTION # 64

What does ISO 9001 refer to?

- A. Supply chain management
- B. Environment management
- **C. Quality management**
- D. Risk management

**Answer: C**

Explanation:

ISO 9001 sets the framework for quality management systems (QMS), based on principles such as customer focus, leadership, and improvement. Short extract: "ISO 9001-quality management." (L5M7 Study Guide, p. 122) Reference: L5M7 Study Guide, p. 122.

### NEW QUESTION # 65

Which of the following relationship styles is the least collaborative?

- **A. Arm's-length**
- B. Outsourced
- C. Transactional
- D. Strategic alliance

**Answer: A**

Explanation:

On the relationship spectrum, arm's-length is a low-collaboration style (only adversarial is lower), characterised by limited information sharing and short-term focus. Short cited term: "relationship spectrum ... arm's-length (low collaboration)" (L5M7 Study Guide, p.80).

Reference: CIPS L5M7 Study Guide, p.80.

### NEW QUESTION # 66

According to the Supply of Goods and Services Act (1982), which of the following is not a legal description of quality?

- A. Durability
- **B. Free from all defects**
- C. Fit for purpose
- D. Safety

**Answer: B**

Explanation:

The Act defines quality as products being fit for purpose, as described, safe, and durable. It does not guarantee freedom from every defect.

Short cited term: "fit for purpose, safe, durable - but not free from all defects." (L5M7 Study Guide, relevant section on statutory quality standards) Reference: CIPS L5M7 Study Guide, Quality and Legislation section (Domain 2.1).

### NEW QUESTION # 67

Sandy has been asked to collect primary data on manufacturing defects and their effect on profits. She decides to send a questionnaire to staff. Is this correct?

- A. Yes - staff will know all the answers
- **B. Yes - a questionnaire is a form of primary data**
- C. No - she should research online about defaults
- D. No - a questionnaire will not provide useful information

**Answer: B**

Explanation:

Primary data is information collected first-hand, including surveys, interviews, and questionnaires. Sandy's approach aligns with primary data collection methods.

Short cited extract: "Primary data: original research such as questionnaires and interviews." (L5M7 Study Guide, p.141)

Reference: CIPS L5M7 Study Guide, p.141.

### NEW QUESTION # 68

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