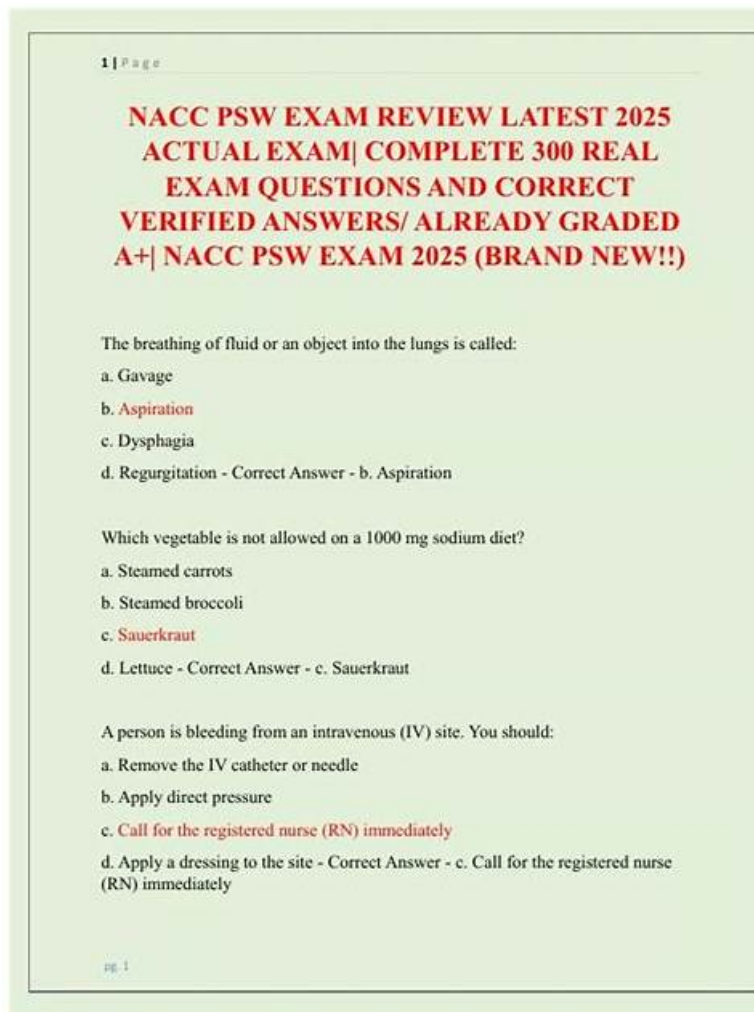


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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q72-Q77):

NEW QUESTION # 72

In what way has the increase in the use of technology affected buyer-supplier relationships?

- A. It has increased the bargaining power of buyers because technology has increased operational costs.
- **B. It has reduced the bargaining power of suppliers as buyers now have access to a wider pool of suppliers and product information.**
- C. It has reduced the bargaining power of buyers because there are fewer suppliers.
- D. It has increased the bargaining power of suppliers as they can provide faster quotations.

Answer: B

Explanation:

Technology enhances buyer access to data, broadening supplier choice and transparency, which reduces supplier power.

Short cited term: "technology has reduced suppliers' bargaining power" (L5M7 Study Guide, p. 66).

Reference: CIPS L5M7 Study Guide, p. 66.

NEW QUESTION # 73

Supplier vetting is a form of which type of quality management system?

- A. Quality inspection
- B. Six Sigma
- C. Lean
- **D. Quality assurance**

Answer: D

Explanation:

Quality assurance (QA) is proactive, including activities such as supplier approval/vetting; inspection is reactive sampling of outputs.

Short extract: "QA-proactive systems e.g., supplier approval; inspection- sampling outputs." (L5M7 Study Guide, p. 123)

Reference: L5M7 Study Guide, p. 123.

NEW QUESTION # 74

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

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

Answer: A

Explanation:

TQM is along-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 # 75

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

- **A. A retailer which accepts old phones to be given back to the manufacturer**

- B. The sale of second-hand cars at a retail outlet
- C. A farm supplying milk to a dairy manufacturer
- D. The extraction of diamonds from a mine sold to a jewellery manufacturer

Answer: A

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 # 76

When would you use a Fishbone (Ishikawa) Diagram?

- A. To decide which supplier to use
- **B. To identify the cause of a problem**
- C. To clarify a relationship
- D. To map issues in the supply chain

Answer: B

Explanation:

A Fishbone Diagram identifies root causes of problems by categorising factors (e.g., people, process, materials, environment). Short cited term: "used to identify root causes of problems." (L5M7 Study Guide, p. 126) Reference: CIPS L5M7 Study Guide, p. 126.

NEW QUESTION # 77

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