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## CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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>
Topic 3	<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>

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## Quiz 2026 CIPS L5M7 – Trustable Exam Torrent

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### CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q40-Q45):

#### NEW QUESTION # 40

A company which uses Client Experience Strategy as part of its marketing tactic would provide which of the following?  
Select TWO.

- A. Personalise the user experience
- B. Lower prices
- C. Listen to customer feedback
- D. Provide a website

**Answer: A,C**

Explanation:

A Client Experience Strategy focuses on enhancing the end-to-end customer journey by understanding customer needs, personalising interactions, and incorporating feedback.

Short cited extract: "Customer experience strategy includes listening to feedback and personalising interactions." (L5M7 Study Guide, p.183) Reference: CIPS L5M7 Study Guide, p.183.

#### NEW QUESTION # 41

A Cost Leader is able to lower the price of an item or material within the marketplace. Is this true?

- A. No - a cost leader has no influence on market price
- B. Yes - they are able to lower prices but not increase them
- C. Yes - they set a price standard as well as lowering prices

- D. No - a cost leader holds the largest market share and never reduces prices

**Answer: C**

Explanation:

A Cost Leader determines the market price standard and can influence both price reductions and increases.

Their efficiency allows them to lead pricing trends.

Short cited term: "cost leader sets price standard in market." (L5M7 Study Guide, p. 179) Reference: CIPS L5M7 Study Guide, p. 179.

#### NEW QUESTION # 42

Joe is a Supply Chain Manager at a car manufacturer in the UK. He plans rationalisation to streamline processes and save money.

Which tactics are forms of rationalisation? Select TWO.

- A. Reducing the number of suppliers
- B. Tier-skipping
- C. Supplier innovation
- D. Collaborative inventory management
- E. Customisation

**Answer: A,B**

Explanation:

Rationalisation includes reducing supplier numbers and practices such as tier-skipping to simplify the network and reduce cost/complexity. Short extract: "rationalisation-reduce supplier base; consider tier-skipping." (L5M7 Study Guide, p.11)

Reference: L5M7 Study Guide, p.11.

#### NEW QUESTION # 43

Which of the following attributes does not impact the type of buyer-supplier relationship?

- A. Duration of relationship
- B. Communication
- C. Finance
- D. Level of trust

**Answer: C**

Explanation:

The main relationship drivers are trust, communication, duration, and problem-solving. Finance alone does not define the relationship type.

Short cited extract: "Key relational attributes: trust, communication, duration, joint problem-solving." (L5M7 Study Guide, p. 80)

Reference: CIPS L5M7 Study Guide, p. 80.

#### NEW QUESTION # 44

What does ISO 9001 refer to?

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

**Answer: B**

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.

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