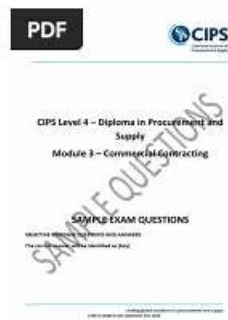


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CIPS L5M7 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> • 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.
Topic 2	<ul style="list-style-type: none"> • 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.
Topic 3	<ul style="list-style-type: none"> • 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 • 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.

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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q80-Q85):

NEW QUESTION # 80

Open-Book Costing relies on which of the following? Select TWO.

- A. Transparency of costs and justifications
- B. Finding the lowest cost
- C. Splitting profit 50:50
- D. Good communication

Answer: A,D

Explanation:

Open-Book Costing fosters trust and collaboration by ensuring both parties share detailed cost data and maintain open, transparent communication.

Short cited extract: "Open-book costing requires transparency and communication between partners." (L5M7 Study Guide, p.193)

Reference: CIPS L5M7 Study Guide, p.193.

NEW QUESTION # 81

Kerry is a new department manager at XYZ Ltd. The company has several manufacturing divisions that serve different market segments. She is considering introducing Total Quality Management (TQM) only in her division. Is this a good idea?

- A. No - TQM is not suitable in a manufacturing company
- B. Yes - staff will respond positively to the change
- **C. No - TQM is a holistic approach and should be implemented company-wide**
- D. Yes - TQM will ensure her division outperforms the other divisions

Answer: C

Explanation:

TQM is a holistic philosophy requiring organisation-wide adoption and leadership commitment; partial

/isolated adoption undermines results. Short cited terms: "holistic," "organisation-wide commitment" (L5M7 Study Guide, p.118).

Reference: CIPS L5M7 Study Guide, p.118.

NEW QUESTION # 82

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

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

Answer: B

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 # 83

An organisation with a market-oriented approach to competitive advantage would have which feature?

- A. Large workforce
- B. Detailed specifications
- **C. The customer comes first**
- D. High expectations of staff

Answer: C

Explanation:

A market-oriented approach centres on customer needs, designing offerings around satisfaction and experience rather than internal operations.

Short cited extract: "Market-oriented - focus on customer satisfaction and value creation." (L5M7 Study Guide, p.55)

Reference: CIPS L5M7 Study Guide, p.55.

NEW QUESTION # 84

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

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

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 # 85

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