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CIPS Logistics Management Sample Questions (Q42-Q47):

NEW QUESTION # 42

Blue Toes Inc. conducts a Cost-to-Serve analysis and identifies customer "Pink Nose" as low-cost-to-serve and high-value. Which strategy should they apply?

- A. Danger zone
- B. Build
- C. Cost engineer
- **D. Protect**

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The Customer Profitability Matrix (Christopher, 1998) identifies "Protect" for high-value, low-cost-to-serve accounts - focusing on retention and maintaining satisfaction.

(Reference: CIPS L5M10 Study Guide, Customer Profitability Matrix, p. 62)

NEW QUESTION # 43

Outbound logistics describes the activities from receipt of goods to use on the production line. Is this correct?

- A. No - outbound logistics is the return of items from the customer, for example if they are faulty
- B. Yes - it includes inventory management processes such as quality checking and stock control
- C. Yes - it is inclusive of warehousing and materials handling
- **D. No - outbound logistics is the process of movement from the production line to the end customer**

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Outbound logistics involves activities that move finished goods from production to the end customer. The description given refers to inbound logistics (movement from suppliers to production). Returns from customers are reverse logistics.

(Reference: CIPS L5M10 Study Guide, Inbound, outbound and reverse logistics definitions, p. 4)

NEW QUESTION # 44

Martin Christopher argues that Competitive Advantage is formed through the management of which THREE aspects?

- **A. Company**
- **B. Customer**
- **C. Competitors**
- D. Cost
- E. Creditors

Answer: A,B,C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Martin Christopher's Three Cs model emphasises achieving competitive advantage through balancing and managing the Company, Customer, and Competitors. These must be aligned to deliver superior value and sustained differentiation.

(Reference: CIPS L5M10 Study Guide, Christopher's Three Cs model, p. 59)

NEW QUESTION # 45

There are five aspects to Total Supply Chain Management Costs. Which of the following is not one of them?

- A. Supply chain related finance and planning costs
- B. Material acquisition costs
- C. Inventory carrying costs
- **D. Overhead costs**
- E. Order management costs

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Total Supply Chain Cost (TSCC) covers five areas:

- * Order management,
- * Material acquisition,
- * Inventory carrying,

* Supply chain IT systems,
 * Supply chain finance and planning costs. Overheads (e.g., admin, utilities) are general business expenses, not TSCC elements.
 (Reference: CIPS L5M10 Study Guide, Supply chain cost components, p. 48)

NEW QUESTION # 46

A detailed list of a ship's cargo, issued as a receipt by the master of the ship to the person consigning the goods, is known as which document?

- A. EUR1 Form
- B. Customs Declaration
- C. Certificate of Origin
- **D. Bill of Lading**

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

A Bill of Lading (B/L) serves as both a receipt for shipped goods and a document of title. It confirms carriage terms between shipper and carrier and is critical in international freight documentation. (Reference: CIPS L5M10 Study Guide, "Key transport documents," p. 44)

NEW QUESTION # 47

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