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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q19-Q24):

NEW QUESTION #19

Anagilesupply chain focuses on the elimination of waste. Is this true?

- A. Yes an agile supply chain reduces waste and defects
- B. Yes it introduces TQM to remove inefficiencies
- C. No it focuses on responsiveness to changing customer demand
- D. No it incorporates continuous improvement until errors cease

Answer: C

Explanation:

Agilesupply chains prioritiseflexibility and responsiveness to change, whereas Leanfocuses on waste elimination. Short cited term: "agile = responsive to demand; lean = waste removal." (L5M7 Study Guide, p. 155) Reference: CIPS L5M7 Study Guide, p. 155.

NEW OUESTION #20

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

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

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 #21

Electro Bob is a wholesaler of electrical equipment. One of its customers, RoostyFace, spends very little and is unlikely ever to increase its spend. Whattype of customeris RoostyFace to Electro Bob (Supplier Preferencing Model)?

- A. Nuisance
- B. Annoying
- C. Core
- D. Exploitative

Answer: A

Explanation:

In supplier preferencing, nuisance customers havelow value/attractiveness with limited growth potential. Short cited terms: "nuisance," "low attractiveness/low value" (L5M7 Study Guide, p.86). Reference: CIPS L5M7 Study Guide, p.86.

NEW QUESTION #22

Which of the following areadvantages of using local sourcing? Select TWO.

- A. Flexibility for support and maintenance
- B. Higher quality
- C. Less environmental impact
- D. Higher costs
- E. Cheaper

Answer: A,C

Explanation:

Local sourcingoffersenvironmental benefits(lower transport footprint) andeasier access for service or maintenance, enhancing responsiveness.

Short cited extract: "Local sourcing provides reduced environmental impact and proximity for support." (L5M7 Study Guide, p. 70) Reference: CIPS L5M7 Study Guide, p. 70.

NEW QUESTION #23

An organisation can leverage effective Supply Chain Management to deliverCompetitive Advantage. What is meant byCompetitive

Advantage?

- A. Becoming the leader in the marketplace through working closely with the supply chain
- B. Cost savings by narrowing the supply chain
- C. A benefit that an organisation can use to outperform competitors in the marketplace
- D. Outperforming competitors financially

Answer: C

Explanation:

Competitive advantageis adistinct capabilitythat allows an organisation tooutperform its rivals, whether through cost efficiency, quality, innovation, or service.

Short cited term: "advantage that enables outperforming competitors" (L5M7 Study Guide, p. 2). Reference: CIPS L5M7 Study Guide, p. 2.

NEW QUESTION #24

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