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## Test L5M7 Price - L5M7 Reliable Exam Question

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## CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q68-Q73):

### NEW QUESTION # 68

For which of the following supply examples is trust in the supplier least important?

- A. A bottleneck item critical to production
- **B. A non-critical item with low supply risk**
- C. A strategic item with high supply risk
- D. A leverage item with high profit impact

**Answer: B**

Explanation:

Non-critical items involve low value and low risk, usually managed via transactional or arm's-length relationships where trust plays a minor role.

Short cited term: "non-critical = low trust required." (L5M7 Study Guide, p. 221) Reference: CIPS L5M7 Study Guide, p. 221.

#### NEW QUESTION # 69

Which of the following departments within an organisation form part of the Value Chain?  
Select THREE.

- A. Logistics
- B. Marketing
- C. Operations
- D. Human Resources
- E. Procurement

**Answer: A,B,C**

Explanation:

According to Michael Porter's Value Chain, primary activities include inbound logistics, operations, outbound logistics, marketing and sales, and service. Procurement and HR are support activities.

Short cited term: "primary activities - logistics, operations, marketing and sales" (L5M7 Study Guide, p. 76).

Reference: CIPS L5M7 Study Guide, p. 76.

#### NEW QUESTION # 70

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

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

**Answer: A**

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 # 71

What is Business Process Re-engineering (BPR)?

- A. Comparison of business strengths and weaknesses
- B. Repositioning a company in its market segment
- C. Refinancing of a company
- D. A strategy that analyses workflow to find efficiencies

**Answer: D**

Explanation:

BPR examines and redesigns workflows and processes to remove waste and maximise efficiency and customer value.

Short cited extract: "BPR - radical review of workflows to achieve major efficiency improvements." (L5M7 Study Guide, p. 111)

Reference: CIPS L5M7 Study Guide, p. 111.

#### NEW QUESTION # 72

What are some disadvantages to a multi-sourcing strategy in a supply chain? Select TWO.

- A. Possibility of having surplus stock
- B. Inconsistency in quality

- C. Relationships are more transactional
- D. Less dependency on one supplier

**Answer: A,B**

Explanation:

Multi-sourcing can increase inventory/duplication and create quality inconsistency between sources. Reduced dependency (C) is an advantage, and (D) is a neutral characteristic rather than a disadvantage. Short extract: "multiple sources may lead to duplication/stock and variable quality." (L5M7 Study Guide, p.6) Reference: L5M7 Study Guide, p.6.

## NEW QUESTION # 73

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