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CIPS Logistics Management Sample Questions (Q12-Q17):

NEW QUESTION # 12

Green Frog Ltd is a consultancy with ~50 customers. The CEO plans to use a Cost-to-Serve (CTS) tool to understand customer profitability. Is this the right approach?

- A. No - use Total Cost of Ownership (TCO) instead

- B. Yes - Cost to Serve will allow identification of unprofitable customers
- C. No - all customers are equally profitable if they pay the same rates
- D. Yes - it is expensive but provides high visibility

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Cost-to-Serve analyses end-to-end activities and resources consumed to serve specific customers or segments, exposing variation in profitability (e.g., delivery distance, visit frequency, handling complexity). It is appropriate for finding unprofitable customers. CTS is not inherently "expensive," and TCO focuses on lifecycle cost of acquiring/owning goods-not customer profitability. (Reference: CIPS L5M10 Study Guide, Cost-to-Serve concept and uses, p. 61)

NEW QUESTION # 13

Supply Chain Management is an overarching term which includes several areas of a business. Which of the following are business processes which would fall under the concept of Supply Chain Management? Select THREE

- A. Finance
- B. Innovation and Product Design
- C. Procurement
- D. Logistics
- E. HR

Answer: B,C,D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Supply chain management spans end-to-end value creation activities, including innovation/product development, procurement, logistics, operations and customer service. Support functions like HR and Finance are important enablers, but they are not core SC processes in this context. (CIPS L5M10 Study Guide, p. 3)

NEW QUESTION # 14

In which circumstance does the supplier hold the power in negotiations?

- A. Low-value contract, low market risk
- B. High-value contract, low market risk
- C. Low-value contract, high market risk
- D. High-value contract, low market risk

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The supplier positioning/power matrix shows supplier power increases when the buyer's spend is low (low value to the supplier) and market risk is high (limited alternatives, volatility). Buyer power is strongest with high contract value and low market risk. (Reference: CIPS L5M10 Study Guide, Supplier Positioning Model and power dynamics, p. 71)

NEW QUESTION # 15

What is the name of the common indicator, often expressed as a percentage of time when an organisation's core resource (equipment or people) is engaged in production or transformation activities?

- A. Waiting rate
- B. Utilisation rate
- C. Downtime rate
- D. Production rate

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Utilisation rate measures the proportion of available capacity that is actually used for productive activity. It is calculated as:

This indicator helps managers understand how efficiently facilities or resources are being used. High utilisation may indicate efficiency but could also suggest limited flexibility. (Reference: CIPS L5M10 Study Guide, Capacity utilisation and performance measures, p. 132)

NEW QUESTION # 16

Paul, a Warehouse Manager, is using an ABC method to classify inventory. Which class would contain the most valuable products?

- A. A
- B. Any - ABC does not categorise by cost
- C. C
- D. B

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

ABC (Pareto) classification typically groups a small proportion of high-value items as "A" (often 10-20% of items accounting for a large share of value), with "B" and "C" representing progressively lower value importance. (Reference: CIPS L5M10 Study Guide, ABC inventory categorisation, p. 9)

NEW QUESTION # 17

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