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CIPS Supply Network Design Sample Questions (Q81-Q86):

NEW QUESTION # 81

Maxi Ltd is a medium-sized manufacturing organisation in the automotive industry that creates engines for cars. It has traditionally worked well with its suppliers, with strong relationships and regular meetings. There are currently around 15 suppliers who provide parts to Maxi Ltd.

Due to changing customer demands, Maxi Ltd will, from next month, modify the manufacturing of some of its products. Product X is being made more environmentally friendly, with output of CO₂ being reduced by 32%. The product will take longer to produce, but there will be no additional cost to customers for this.

Maxi Ltd are considering outsourcing the manufacturing of Product Y as it is not a product which is routinely ordered by customers. This will allow Maxi Ltd to focus on other products which generate higher revenues for the company. The concern within the Board of Directors is that if demand increases for this product, an outsourced company may not be able to cope with higher numbers of orders.

Product Z is an extremely popular item and oftentimes Maxi Ltd does not have the capacity to fulfil all orders. Consideration has been given to increasing the size of the factory, but this has been discarded as risky as demand is not guaranteed. The product has been available on the marketplace for a short amount of time and sales are continuing to increase, but the company believes this will soon plateau. To deal with current demand, the marketing team is working on campaigns to invite customers to make orders for this product at certain times of the year when product X is not being created in the factory.

This means resources can be reallocated to the creation of product Z.

What type of supply chain does Maxi Ltd currently have?

- A. Asymmetrical
- **B. Symmetric**
- C. Centralised
- D. Bureaucratic

Answer: B

Explanation:

Maxi Ltd has strong relationships with its suppliers and holds regular meetings, indicating asymmetric supply chain. In a symmetric supply chain, both buyers and suppliers collaborate effectively and share a balanced relationship. (LO 1.1)

NEW QUESTION # 82

XYZ Ltd is a retail organisation selling various hair care products. The marketing team is reviewing sales figures from the past year and wants to determine which products should receive extra marketing.

One product has low market share but exists in a high-growth market.

According to the Boston Consultancy Group (BCG) Matrix, which category does this product fall under?

- A. Star
- B. Cash Cow
- **C. Problem Child**
- D. Dog

Answer: C

Explanation:

#Problem Child (also called Question Mark) refers to a product with low market share in a high-growth market.

#BCG Matrix Categories:

* Dog ## Low market share, low market growth

* Cash Cow ## High market share, low market growth

* Star ## High market share, high market growth

* Problem Child (Question Mark) ## Low market share, high market growth

#Exam Tip: The BCG Matrix is frequently tested. Be aware that "Problem Child" is sometimes called

"Question Mark" in other versions of the matrix!

(See LO 2.3, p.130)

NEW QUESTION # 83

Linear Programming (LP) can be adopted by many business functions. Who out of the following could use LP modelling? Select ALL that apply.

- A. A financial assistant who needs to create a budget for the manufacturing department
- **B. The HR manager who needs to plan work schedules for the staff**
- C. An operations director who needs to choose between two products to manufacture
- **D. The logistics coordinator who is planning delivery routes**
- **E. The marketing manager who is deciding how many social media posts to create**

Answer: B,D,E

Explanation:

- * LP is used for quantitative decision-making-finding the best possible outcome using numerical data.
 - * Option C (Marketing Manager)-LP can calculate optimal ad frequency for sales conversion.
 - * Option D (HR Manager)-LP can help in workforce scheduling.
 - * Option E (Logistics Coordinator)-LP can optimise delivery routes for cost efficiency.
 - * Option A and B are incorrect as LP doesn't apply to subjective decisions like product selection or budgeting.
- (LO 1.3)

NEW QUESTION # 84

Which of the following statements about Dynamic Capability Theory are TRUE? Select ALL that apply.

- **A. It can be utilised to understand how the operations function reconfigures its competencies in response to changes in the marketplace**
- B. The focus is on reducing costs to ensure the organisation remains profitable
- **C. It can contribute to the competitive advantage of the organisation**
- **D. Information sharing throughout the supply network is important to creating dynamic capability**

Answer: A,C,D

Explanation:

#Option A is correct-Dynamic Capability Theory helps companies adjust their competencies to market changes. #Option B is correct-Dynamic capabilities contribute to competitive advantage. #Option D is correct-Information sharing within the supply chain is key to building dynamic capabilities.

#Option C is incorrect-Dynamic Capability Theory does not focus on cost reduction, but rather on agility and responsiveness to market changes.

Note: This section also covers Porter's 5 Forces, STEEPLE, and the Product Life Cycle, which are important topics for revision! (See LO 2.1, p.88)

NEW QUESTION # 85

Keisi is the new Operations Manager at Warehousing Logistics Corporation. She is reviewing several products sold by the organisation and deciding on the best warehousing options available. Keisi is looking at item 56283. This item is low cost, not sold in high volumes, but important to customers. Which of the following stocking policies should be used for this item?

- A. Never be out of stock
- **B. Maintain an average of 3 days stock**
- C. Stock reviewed monthly
- D. No stock held locally

Answer: B

Explanation:

The item described is a 'regular seller'-important to customers but not sold in high volumes. Keeping an average of 3 days' stock balances demand with the effort required for stock management. "Never be out of stock" is only for high-demand, critical items, while "monthly stock review" might lead to lost sales. (See p. 158)

NEW QUESTION # 86

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