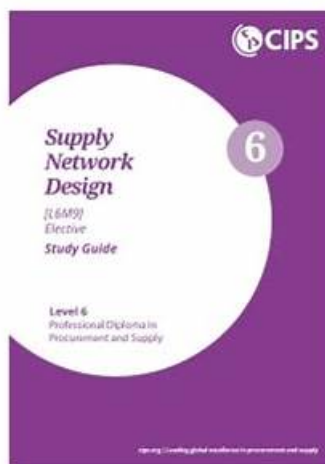


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CIPS L6M9 Exam Syllabus Topics:

Topic	Details
Topic 1	Understand and apply leadership skills and behaviors appropriate for strategically improving the procurement and supply chain function: This section of the exam measures the skills of Supply Chain Managers and covers understanding leadership behaviors that enhance procurement processes. It assesses how to strategically improve supply chain functions, focusing on a key skill like "Strategic Decision Making".

Topic 2	• Understand operations strategy and its contribution to overall business success: Targeting Operations Directors, this section evaluates understanding of operations strategy's impact on organizations, including aligning with business goals, market requirements, and resource management.
Topic 3	• Assess the strategic value of resource planning and control: This part targets Resource Planners, focusing on evaluating strategic resource planning concepts such as forecasting, scheduling, monitoring, and controlling resources effectively within the operational framework.

CIPS Supply Network Design Sample Questions (Q40-Q45):

NEW QUESTION # 40

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

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

Answer: B,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 # 41

Giant Gyms is a fitness chain where clients pay a monthly subscription for full access to gym facilities. The company typically experiences a huge spike in new memberships in January due to New Year's fitness resolutions. However, to reduce this seasonal surge, Giant Gyms introduces a pricing structure that makes it cheaper to sign up in November, which is typically its slowest month. What is this strategy called?

- A. Lead Strategy
- B. Optimal Capacity
- C. Capacity Expansion
- D. Demand Smoothing

Answer: D

Explanation:

Demand smoothing attempts to influence customer behavior to balance demand fluctuations. Giant Gyms wants more customers in November rather than in January, preventing seasonal peaks and troughs.

#Note:

- * Lead Strategy= expanding capacity before demand increases
- * Capacity Expansion= increasing production ability
- * Optimal Capacity= achieving the best cost-to-production ratio

(See LO 1.3, p.55)

NEW QUESTION # 42

White Moon Ltd, a manufacturing organisation, is considering outsourcing transportation. What would be a reason for doing this?

- A. To avoid the inefficiency trap
- B. To please shareholders

- C. To gain better access to emerging markets
- **D. To decrease fixed costs**

Answer: D

Explanation:

- * Outsourcing replaces fixed costs with variable costs-companies only pay for what they use, rather than maintaining their own fleet.
 - * Option A is incorrect because gaining market access is a benefit of offshoring, not outsourcing.
 - * Option C is incorrect as there is no mention of shareholders in the scenario.
 - * Option D is incorrect since the inefficiency trap relates to offshoring.
- (LO 1.2, See p.44)

NEW QUESTION # 43

Which of the following are not characteristics of good information?

- **A. Interpreted**
- **B. Analysed**
- C. Timely
- D. Accurate
- E. Relevant

Answer: A,B

Explanation:

Analysed and interpreted are not characteristics of good information. The key characteristics of good information are accuracy, reliability, timeliness, relevance, and completeness. (See p.178)

NEW QUESTION # 44

In a manufacturing organisation that produces cupcakes, which of the following categories of capacity takes into account staff absences and unplanned losses such as a late delivery of raw materials?

- A. Available capacity
- B. Effective capacity
- **C. Actual capacity**
- D. Design capacity

Answer: C

Explanation:

- * Actual capacity accounts for real-life factors, including staff absences, supply chain delays, and other disruptions.
 - * Design capacity (A) is the maximum production level in an ideal scenario (no disruptions).
 - * Effective capacity (B) and available capacity (C) are the same, accounting for planned stoppages, but not unplanned losses.
- (LO 2.2, See p.115)

NEW QUESTION # 45

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