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## CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q73-Q78):

### NEW QUESTION # 73

Which of the following statements about supply chain knowledge is correct? Select TWO.

- A. Where supply chain knowledge is low, members tend to operate independently of others.
- B. Where supply chain knowledge is low, there is high collaboration with partners.
- C. Where there is high readiness to use technology, IT use is deliberate and structured.
- D. Where technology utilisation is low, systems and policies are consistent.

**Answer: A,C**

Explanation:

When knowledge is low, members work independently; high technological readiness creates deliberate and structured IT use.

Short cited term: "low knowledge # independent working; high tech readiness # structured IT use." (L5M7 Study Guide, p. 51)

Reference: CIPS L5M7 Study Guide, p. 51.

### NEW QUESTION # 74

Data needs to be collected, measured, and analysed to ensure quality in processes. Which of the following should the data be?

- A. Quick, Relevant, and Measurable
- B. Time-bound, Detailed, and Impartial
- C. Achievable, Time-bound, and Qualitative
- D. Specific, Measurable, Achievable

**Answer: D**

Explanation:

Effective quality measurement requires SMART data- Specific, Measurable, Achievable, Relevant, and Time-bound- ensuring that data supports actionable improvement.

Short cited extract: "Data should be SMART to allow accurate performance analysis." (L5M7 Study Guide, p. 140)

Reference: CIPS L5M7 Study Guide, p. 140.

### NEW QUESTION # 75

Supplier vetting is a form of which type of quality management system?

- A. Quality assurance
- B. Lean
- C. Six Sigma
- D. Quality inspection

**Answer: A**

Explanation:

Quality assurance (QA) is proactive, including activities such as supplier approval/vetting; inspection is reactive sampling of outputs.

Short extract: "QA-proactive systems e.g., supplier approval; inspection- sampling outputs." (L5M7 Study Guide, p. 123)

Reference: L5M7 Study Guide, p. 123.

### NEW QUESTION # 76

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

- A. A strategic item with high supply risk
- B. A non-critical item with low supply risk
- C. A bottleneck item critical to production
- 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 # 77

Which of the following are incentives for suppliers to perform well on a contract? Select TWO.

- A. Outcome-based pricing
- B. Market-based pricing
- C. Quality-based pricing
- D. Revenue-based pricing

**Answer: A,D**

Explanation:

Revenue-based and outcome-based pricing share financial benefits and performance gains, motivating suppliers to excel.

Short cited term: "gainshare, revenue and outcome pricing as supplier incentives." (L5M7 Study Guide, p. 198)

Reference: CIPS L5M7 Study Guide, p. 198.

#### NEW QUESTION # 78

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