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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q35-Q40):

NEW QUESTION # 35

Guppy Fish Ltd manufactures machinery. A rival is releasing automated technology that could replace manual operation. What type of threat does this pose?

- A. Threat of new entrants
- B. Bargaining power of suppliers
- C. Bargaining power of buyers
- D. Threat of artificial intelligence

Answer: A

Explanation:

According to Porter's Five Forces, new automated competitors represent a threat of new entrants, introducing innovation and market pressure.

Short cited extract: "New entrants increase competition and threaten existing players." (L5M7 Study Guide, p. 56)

Reference: CIPS L5M7 Study Guide, p. 56.

NEW QUESTION # 36

A hierarchically orientated organisation would have which of the following characteristics?

- A. Flexibility and discretion
- B. Equality among employees
- **C. Stability and control**
- D. Integration focus

Answer: C

Explanation:

A hierarchical culture values stability, control, and formal structure, with defined authority levels.

Short cited extract: "Hierarchy culture - stability, rules, and control mechanisms." (L5M7 Study Guide, p. 60) Reference: CIPS L5M7 Study Guide, p. 60.

NEW QUESTION # 37

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

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

Answer: B,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 # 38

Normal distribution forms what shape on a graph?

- **A. Bell curve**
- B. Horizontal line
- C. Circle
- D. Vertical line

Answer: A

Explanation:

A Normal Distribution forms a symmetrical bell-shaped curve, representing probability distribution around a mean.

Short cited term: "normal distribution = bell-shaped curve." (L5M7 Study Guide, p. 150) Reference: CIPS L5M7 Study Guide, p. 150.

NEW QUESTION # 39

Where two organisations at different levels of the supply chain share responsibilities, resources, and performance information to serve similar end customers, what is this known as?

- A. Horizontal collaboration
- B. Loose supply chain collaboration
- **C. Vertical collaboration**
- D. Tight supply chain collaboration

Answer: C

Explanation:

Vertical collaboration occurs between different tiers (e.g., buyer-supplier) to coordinate capabilities for customer value. Short cited term: "vertical collaboration ... different levels/tiers" (L5M7 Study Guide, p.90).

Reference: CIPS L5M7 Study Guide, p.90.

NEW QUESTION # 40

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