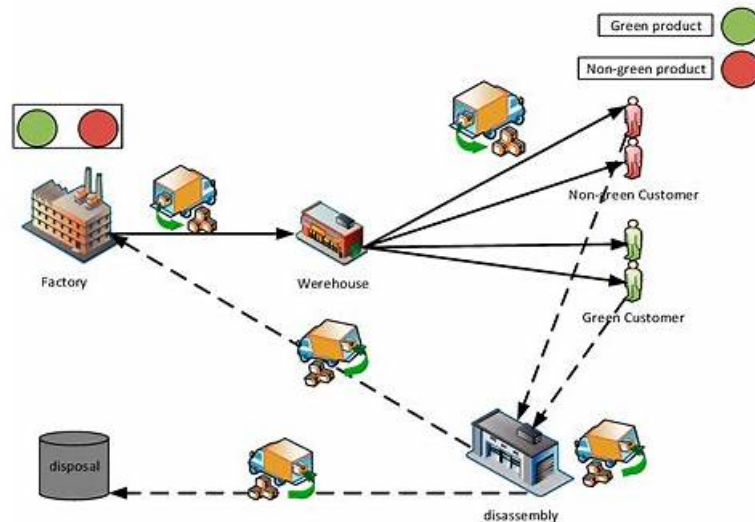


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CIPS L6M9 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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.
Topic 3	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".

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CIPS Supply Network Design Sample Questions (Q15-Q20):

NEW QUESTION # 15

What is the purpose of supplier development?

- A. To lower prices, which will increase the profit margin
- B. To ensure that there are no logistics or delivery issues within the supply chain
- C. To add value to the supply chain
- D. To reduce the number of suppliers upon which a business would become dependent

Answer: C

Explanation:

The primary goal of supplier development is to add value to the supply chain, not just to reduce costs.

* Option A is incorrect because supplier development is not solely about cost reduction-it also focuses on quality and efficiency.

* Option B is incorrect because reducing suppliers is not always the goal; sometimes businesses want a wider supplier base.

* Option D is incorrect because no system can eliminate logistics risks entirely-there will always be uncertainties.

(See LO 1.1, p.2)

NEW QUESTION # 16

The Improvement Gap Analysis can be utilised to manage trade-offs in operational strategy. Which of the following is measured by the IGA? Select ALL that apply.

- A. Profit margin
- B. Customer return rate
- C. Return on investment
- D. Customer dissatisfaction levels
- E. Churn rate

Answer: D

Explanation:

The Improvement Gap Analysis measures customer dissatisfaction levels. It describes the current state of an organisation and what needs to be done to reach the desired state. The gap between these states represents customer dissatisfaction. The IPA matrix by Piccolo et al categorises dissatisfaction into four quadrants, helping organisations determine whether action is needed. (See p. 137)

NEW QUESTION # 17

Scenario:

Five manufacturing organisations used different order prioritisation methods and workflow patterns. Each company follows a unique strategy for order processing and workflow structure.

For each organisation, select the correct Prioritisation Method and Pattern of Workflow.

Organisation	Prioritisation Method (Drag & Drop Options)	Pattern of Workflow (Drag & Drop Options)
Organisation 1	(Drop here)	(Drop here)
Organisation 2	(Drop here)	(Drop here)
Organisation 3	(Drop here)	(Drop here)
Organisation 4	(Drop here)	(Drop here)
Organisation 5	(Drop here)	(Drop here)

Prioritisation Method	Pattern of Workflow
Earliest Due Date	Make to Order
Similar Process	Configure to Order
Longest Processing Time	Engineer to Order
First In-First Out	Batch Production
HR Skill Requirement	Make to Stock

Answer:

Explanation:

Organisation	Prioritisation Method (Drag & Drop Options)	Pattern of Workflow (Drag & Drop Options)
Organisation 1	Earliest Due Date	Make to Order
Organisation 2	Similar Process	Configure to Order
Organisation 3	Longest Processing Time	Engineer to Order
Organisation 4	First In-First Out	Batch Production
Organisation 5	HR Skill Requirement	Make to Stock

Prioritisation Method	Pattern of Workflow
Earliest Due Date	Make to Order
Similar Process	Configure to Order
Longest Processing Time	Engineer to Order
First In-First Out	Batch Production
HR Skill Requirement	Make to Stock

Explanation:

A screenshot of a product list AI-generated content may be incorrect.

Organisation	Description	Correct Prioritisation Method	Correct Pattern of Workflow
Organisation 1	Products are made only after receiving orders. All items are identical and prioritised based on lead-time.	Earliest Due Date	Make to Order
Organisation 2	Customisable products. Orders are grouped based on characteristics.	Similar Process	Configure to Order
Organisation 3	Prioritises orders that take the longest to make. Each product is unique.	Longest Processing Time	Engineer to Order
Organisation 4	Produces the same item in small amounts annually. Orders are processed immediately and shipped the next day.	First In-First Out	Batch Production
Organisation 5	Low order numbers, but production continues in hopes of future sales. Different team members work on different products.	HR Skill Requirement	Make to Stock

NEW QUESTION # 18

Which of the following describes a Proprietary Network?

- A. The sharing of materials in an informal setting
- B. A relationship that is one-sided
- C. A network that has both horizontal and vertical structures
- D. A privately owned and controlled group

Answer: D

Explanation:

A Proprietary Network is a privately owned and controlled group.

* Option B refers to a Social Network

* Option C describes a Bureaucratic Network

* Option D refers to an Asymmetric Network

Tip: Learn these definitions well, as they frequently appear in exam questions! (See LO 1.1)

NEW QUESTION # 19

Which area of operations strategy is concerned with information management systems, automation, and productivity?

- A. Development and organisational design
- B. Capacity
- C. Supply network design
- D. Process technology

Answer: D

Explanation:

* Process technology refers to information management systems, automation, and productivity tools.

* Capacity (A) is related to resource planning.

* Supply network design (B) deals with supplier relationships and logistics.

* Development and organisational design (D) is about people, structures, and hierarchies.

(LO 2.1, See p.71)

NEW QUESTION # 20

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