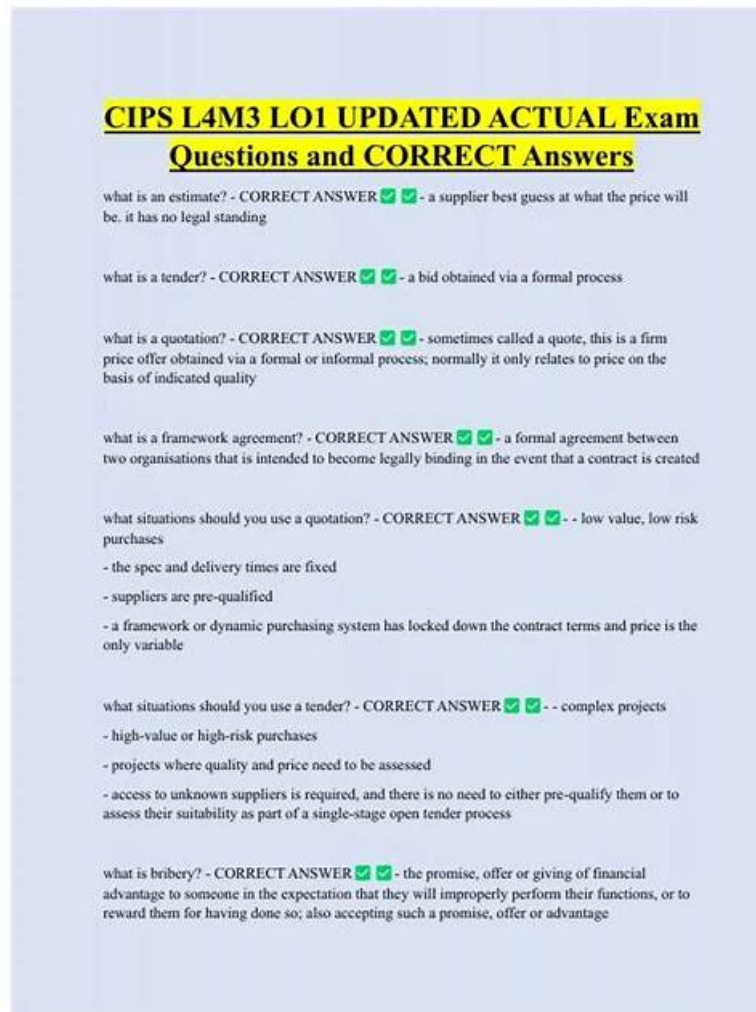


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CIPS Commercial Contracting Sample Questions (Q143-Q148):

NEW QUESTION # 143

Which of the following is the international standard for labelling hazardous substances?

- A. GHS
- B. GPS
- C. HSE
- D. CODEX STAN 1-1985

Answer: A

Explanation:

GHS stands for the Globally Harmonized System of Classification and Labelling of Chemicals. GHS defines and classifies the hazards of chemical products, and communicates health and safety information on labels and safety data sheets. The goal is that the same set of rules for classifying hazards, and the same format and content for labels and safety data sheets (SDS) will be adopted and used around the world. An international team of hazard communication experts developed GHS.

The Global Positioning System (GPS), originally NAVSTAR GPS, is a satellite-based radionavigation system owned by the United States government and operated by the United States Space Force. It is one of the global navigation satellite systems (GNSS) that provides geolocation and time information to a GPS receiver anywhere on or near the Earth where there is an unobstructed line of sight to four or more GPS satellites.

Obstacles such as mountains and buildings block the relatively weak GPS signals.

CODEX STAN 1-1985 is general standard for the labelling of packaged goods.

Environment (E), health (H) and safety (S) (together EHS) is a discipline and specialty that studies and implements practical aspects of environmental protection and safety at work. In simple terms it is what organizations must do to make sure that their activities do not cause harm to anyone.

Reference: CIPS study guide page 95

LO 2, AC 2.1

NEW QUESTION # 144

Which of the following are likely to be express terms in a contract?

1. Legislation
 2. Custom and practice
 3. Contract particulars
 4. Terms and conditions
- A. 2 and 3 only
 - B. 3 and 4 only
 - C. 1 and 4 only
 - D. 1 and 2 only

Answer: B

Explanation:

Express terms are the terms of the agreement which are expressly agreed between the parties. Ideally, they will be written down in a contract between the parties but where the contract is agreed verbally, they will be the terms discussed and agreed between the parties.

The types of express terms to be found in a contract are many and varied and will depend on the type of contract. Any term written into the contract is an express term and may refer to price, time scales, warranties and indemnities, limitations on liability, conditions precedent and so on.

Reference:

- Contracts: Express and Implied Terms

- CIPS study guide page 32

LO 1, AC 1.2

NEW QUESTION # 145

Which of the following is used to detail the complex matter that may be verbiage to the main document?

- A. Subcontracting
- **B. Schedule**
- C. Contract variation
- D. Standard terms and conditions

Answer: B

Explanation:

Without further explanation, a schedule may be deemed to form an integral part of the obligations of either or both parties. Obviously, the scope or binding nature of such schedule depends on the way it is referred to in the obligatory language of the main agreement. Accordingly, merely attaching the general terms and conditions of sale without explaining to which part of the sale they apply or which provisions apply does not subject a sale pursuant to the body text of the agreement to those general terms and conditions.

Subcontracting is the practice of assigning, or outsourcing, part of the obligations and tasks under a contract to another party known as a subcontractor.

Reference:

- Schedules, annexes and exhibits
- CIPS study guide page 22-26
- LO 1, AC 1.1

NEW QUESTION # 146

A large company supplies a lot of products. Their shipments are often delayed and customers are not satisfied. Which of the following KPIs is most likely to be applied to this situation?

- A. Technical support
- **B. OTIF delivery**
- C. Consignment stock availability
- D. Delay damages

Answer: B

Explanation:

If the deliveries often delay, buyer should use KPI to measure how many missed deliveries there are and the percentage of total missed deliveries on total number of deliveries for period. OTIF (one-time in-full) delivery might help.

Consignment stock availability means that the supplier holds adequate range/number of units of stock to offer a reliable service Delay damages are the consequences caused by delay of deliveries Technical support is the acceptable quality of technical information/support provided by supplier for goods supplied.

LO 2, AC 2.2

NEW QUESTION # 147

Which of the following are implied terms in sales contracts? Select THREE that apply.

- **A. Transfer of ownership**
- **B. Fitness for purpose**
- C. Customer satisfaction
- **D. Risk transfer**
- E. Payment method
- F. Mode of transportation

Answer: A,B,D

Explanation:

Generally, under the Sale of Goods Acts (in UK, Singapore, Australia,...) or Commercial Codes (in France, Germany, Vietnam,...), the sale contracts have the following implied terms:

- the seller has the right to sell the goods. This is also a condition of the contract

- the goods are free from undisclosed security interests
- the goods supplied under the contract will be reasonably fit for any purpose which the buyer made known to the seller
- sales of unseem goods will be of merchantable quality, and match their description and conform with a sample.
- Passing of risk
- Passing of possession and title

...

Reference:

LO 3, AC 3.1

NEW QUESTION # 148

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