

L4M2 Reliable Exam Cram & Valid L4M2 Test Prep



What's more, part of that Braindumpsqa L4M2 dumps now are free: <https://drive.google.com/open?id=19N2PTi6yMXfVAaIq5ViJysqDu1UXxi69>

As a reliable product website, we have the responsibility to protect our customers' personal information leakage and your payment security. So you can be rest assured the purchase of our L4M2 exam software. Besides, we have the largest IT exam repository, if you are interested in L4M2 Exam or any other exam dumps, you can search on our Braindumpsqa or chat with our online support any time you are convenient. Wish you success in L4M2 exam.

Our CIPS training materials are famous at home and abroad, the main reason is because we have other companies that do not have core competitiveness, there are many complicated similar products on the market, if you want to stand out is the selling point of needs its own. Our L4M2 test question with other product of different thing is we have the most core expert team to update our L4M2 study materials, learning platform to changes with the change of the exam outline. If not timely updating L4M2 Training Materials will let users reduce the learning efficiency of even lags behind that of other competitors, the consequence is that users and we don't want to see the phenomenon of the worst, so in order to prevent the occurrence of this kind of risk, the L4M2 practice test dump give supervision and update the progress every day, it emphasized the key selling point of the product.

>> **L4M2 Reliable Exam Cram** <<

Pass Guaranteed CIPS - L4M2 - Authoritative Defining Business Needs Reliable Exam Cram

Everything is difficult at beginning. When you are distressed about how to start your L4M2 exam preparation, maybe to purchase our L4M2 exam software is indispensable for your to first prepare for your L4M2 exam. What we provide is what you want to attend L4M2 Exam necessarily. You may hesitate whether to purchase our dump or not; don't worry, you can download our free demo of L4M2 exam software. After you have tried our free demo, you will be sure to choose our L4M2 exam software.

Defining Business Needs is a crucial module in the Level 4 Diploma in Procurement and Supply. This module focuses on the importance of identifying and analyzing business needs to ensure that procurement and supply chain activities are aligned with organizational goals. The module covers topics such as stakeholder analysis, requirements gathering, and market analysis. The goal of this module is to equip procurement and supply chain professionals with the skills and knowledge needed to effectively identify and analyze business needs.

CIPS Defining Business Needs Sample Questions (Q277-Q282):

NEW QUESTION # 277

A procurement manager is writing a conformance specification for a non-core component. She thinks that if the requirements in specification are higher than ISO standards, her company can achieve greater cost-savings. Is the procurement manager's opinion correct?

- A. No, because higher specification may incur additional costs for the buyer
- B. Yes, because optimising the specification is the only method to achieve value for money
- C. No, because higher requirements in specification, the greater bargaining power of buying organisation
- D. Yes, because higher requirements will help buying organisation find the best supplier

Answer: A

Explanation:

The specification that is produced too detailed will incur unnecessary cost because it does not allow suppliers to use their expertise in finding the most efficient way to produce it.

'No, because higher requirements in specification, the greater bargaining power of buying organisation': more detailed specifications could tighten the supplier base and potentially leave buying organisation with fewer potential supplier. This may reduce buyer's bargaining power in negotiation.

'Yes, because higher requirements will help buying organisation find the best supplier': in some circumstances, higher requirements will lead to smaller supplier base. In the worst scenario, there is no supplier who has capability to carry out those requirements

'Yes, because optimising the specification is the only method to achieve value for money': There are other methods to achieve cost saving and value for money, *inter alia*, volume concentration, relationship restructuring, etc.

Reference:

LO 3, AC 3.1

NEW QUESTION # 278

What is the document that defines the activities, deliverables and timelines a supplier must carry out during contract performance?

- A. Project initial document
- B. Framework agreement
- C. Work instruction
- D. Statement of work

Answer: D

Explanation:

Statement of Work (SoW) is the document that captures and defines all aspects of your project. You'll note the activities, deliverables and the timetable for the project. It's an extremely detailed document as it will lay the groundwork for the project plan. Project Initial Document is an important document and should precede any specification writing project. It sets out the scope of the project and it is the team's mandate from senior management. Work instructions are also called work guides, Standard Operating Procedures (SOPs), job aids or user manuals, depending on the situation. In any case, the purpose of work instructions is to clearly explain how a particular work task is performed.

Framework agreements are arrangements between one or more buyers and one or more suppliers that provide the terms governing contracts to be established for a certain period of time, in particular with regard to price and, where necessary, the quantity envisaged.

NEW QUESTION # 279

Ymira is asked to develop the specification for water purifier which will be used at the company headquarter. She believes that the specification can be drafted based on the information available on the Internet, such as blog posts, comparison websites, how-to websites, life hacks, etc. Which of the following traits will make the information more useful?

- A. Subjectivity
- B. Trustworthy sources
- C. Objectivity
- D. Promotional information
- E. Written by inexperienced author

Answer: B,C

Explanation:

Internet is a great source of information, however, information from the Internet needs to be tested for accuracy and reliability. To check the information from the Internet, a buyer can use the criteria with acronym SAMOA:

Source (of the information)

Audience (intended as the recipient of the information)
Methodology (used to collect and analyse the data)
Objectivity (of the information - there should be no bias)
Accuracy
Reference:
LO 3, AC 3.1

NEW QUESTION # 280

Which of the following is an assumption of Kano model?

- A. All types of customer requirements have the same impact on customer satisfaction
- B. All customer requirements are basic requirements
- C. The relationship between product functionality and customer satisfaction is always linear
- D. **Different types of customer requirements have different impact on customer satisfaction**

Answer: D

Explanation:

Kano model of excitement and basic quality (Kano et al, 1984; Berger et al, 1993; Matzler et al, 1996) brings a different perspective for the analysis of improvement opportunities in products and services because it takes in consideration the asymmetrical and non-linear relationship between performance and satisfaction. The Kano model classifies customers requirements in three categories (figure 3):

- a) Basic Requirements. The basic requirements fulfill the basic functions of a product. If they are not present or their performance is insufficient, customers will be extremely dissatisfied. On the other hand, if they are present or have sufficient performance, they don't bring satisfaction. Customers see them as prerequisites. For instance, for luxury automobiles, "air bags" are considered basic. A customer won't feel satisfied if the automobile has "air bag", however he/she will not buy it if "air bag" is not present.
- b) Performance Requirements. As for these requirements, satisfaction is proportional to the performance level
 - the higher the performance, the higher the customer's satisfaction will be and vice-versa. Gas consumption in automobiles is an example of these requirements. Usually customers explicitly demand performance requirements.
- c) Excitement Requirements. These requirements are key to customer satisfaction. If they are present or have sufficient performance, they will bring superior satisfaction. On the other hand, if they are not present or their performance is insufficient, customers will not get dissatisfied. For instance, a surprise gift at the end of a dinner in a restaurant will certainly bring satisfaction, but it will not cause dissatisfaction if not offered. These requirements are not demanded nor expected by customers.

Two other types of requirements may be identified in the Kano model: neutral and reverse ones. Neutral requirements do not bring either satisfaction or dissatisfaction. Reverse requirements bring more satisfaction if absent than if present.

Diagram Description automatically generated

NEW QUESTION # 281

When devising a business case for purchasing a new copier, Maria analyses its whole-life costs as following:

□ Though cost generating activities are identified, she has not categorised the costs. What is the total value of copier's end of life costs?

- A. \$300
- B. \$450
- C. \$75
- D. **\$150**

Answer: D

Explanation:

Life cycle costing is a key asset management tool that takes into account the whole of life implications of planning, acquiring, operating, maintaining and disposing of an asset.

The process is an evaluation method that considers all ownership and management costs. These include;

- Concept and definition;
- Design and development;
- Manufacturing and installation;
- Maintenance;
- Support services; and
- Retirement, remediation and disposal costs.

End of life costs often comprise of decommissioning, removing and disposal costs. In the copier scenario, the end of life costs equal

to removal cost, which is \$150.

Reference:

- Life Cycle Cost Guidelines (dlgsc.wa.gov.au)
- CIPS study guide page 36-40

LO 1, AC 1.2

NEW QUESTION # 282

Since our childhood, we have always been guided to study hard to clear the CIPS L4M2 exams but if you still believe in the same pattern for clearing your Defining Business Needs L4M2 certification exam, I must say it's a bad idea. Studying hard is good only when you have enough time and no liability to check. When you are in your professional career, you don't have enough time to study hard but you have time to study smart. The smart study includes to prepare Braindumpsqa L4M2 Exam Questions that will help you concentrate on the core study and not follow up on the stories and background.

Valid L4M2 Test Prep: https://www.braindumpsqa.com/L4M2_braindumps.html

DOWNLOAD the newest BraindumpsQA L4M2 PDF dumps from Cloud Storage for free: <https://drive.google.com/open?id=19N2PTi6yMXfVAaIq5ViJysqDu1UXxi69>