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NEW QUESTION 32

In which of the following section of a specification, requirements for training to use the equipment will be set out?

- A. Implementation
- B. Issue reference
- C. Performance
- D. Consultation requirements

Answer: A

Explanation:

Implementation is a substantive requirement which covers the following areas:

- Will there be a need to train the staff to use the equipment?
- Are there integration requirements with other systems or processes?
- How will this work?
- What are the timescales?
- Are detailed method statements required?

Consultation requirements regards to explicitness of compliance with any national or local legal requirements Reference:

LO 2, AC 2.1

NEW QUESTION 33

Which of the following is regulated by standard ISO 14001?

- A. Information security management
- B. Environmental management
- C. Quality management systems
- D. Energy management

Answer: B

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CIPS Commercial Contracting Sample Questions (Q54-Q59):

NEW QUESTION # 54

Under a price adjustment agreement, which of the following would be supplier's justification for increasing unit price?

- A. Rise in customer's satisfaction
- B. Rise in shares price
- C. Rise in economies of scale
- **D. Rise in fuel price**

Answer: D

Explanation:

Normally in a price adjustment agreement, the supplier is allowed to change price based on an indexation, which is published by a third party (for example, government or exchange market). The selected indices often associate with input materials of supplier. For instance, the plastics manufacturer may adjust their price based on crude oil price as oil is major input of producing plastics. Other suppliers may select different set of indices, such as Producer Perception Index.

In this question, only 'Rise in fuel price' could be a justification for supplier to increase price because:

- It may affect the input material price
- The index is checked and published by an independent third party.

Reference:

LO 3, AC 3.3

NEW QUESTION # 55

A fashion company is drafting a specification for an order in next year. The company wants to expand its supply base in low cost countries. The procurement department is considering applying standard ISO 3759 on method for the preparation, marking and measuring of textile fabrics, garments and fabric assemblies for use in tests for assessing dimensional change after a specified treatment. Which of the following should be taken into account when embedding this standard into the specification?

- A. Type of specification
- B. Legality
- C. Supplier selection
- **D. Date of publication**

Answer: D

Explanation:

Standards are incorporated into specifications by simply cross-referring to the relevant standard by its number and date of publication. It is important to include the date of publication. All standards are reviewed from time to time and their content changes. The absence of the publication date will lead to disputes over which version of the standard actually applies to the contract.

Reference: CIPS study guide page 85-89

LO 2, AC 2.1

NEW QUESTION # 56

Which of the following should be specially noticed in market dialogue with suppliers in specification development?

- A. Market dialogue should only be conducted with well-known supplier
- B. The buying organisation must avoid social media at all cost
- **C. Both parties must respect confidentiality**
- D. Market dialogue is banned in the public sector

Answer: C

Explanation:

Being clear on your objectives helps you to design the best approach to the dialogue. There are some notices in developing dialogue with suppliers:

- All meetings should be documented
- Respect commercial confidentiality. Although insights gained from one conversation lead to questions in another, you must be very careful not to allow this to happen in a way that breaches the confidentiality of the first conversation.

Reference: CIPS study guide page 84-85

LO 2, AC 2.1

NEW QUESTION # 57

Which of the following statement is true about one-off contract?

- A. Ad-hoc purchase is not a type of one-off purchase
- B. Suppliers have many opportunities to improve the quality during the performance of one-off contract
- **C. One-off contracts can be used for services and works**
- D. One-off contracts only apply to low-value, low-risk purchase

Answer: C

Explanation:

One-off contract is the type of contract that relates to a single purchase. One-off contracts can be used for goods, services or works. One-off contract can be simple (such as buying a small number of office stationeries) or complex (such as a construction project or buying an aircraft).

A one-off contract lasts "until completion of the obligations of the parties". The performance is unlikely to be improved during contract performance since the duration is relatively shorter than framework agreement or call-off contract.

Ad-hoc purchase is an item bought for a single and non-recurring use or purpose. Ad-hoc purchase is a type of one-off contract.

Reference: CIPS study guide page 55-58

LO 1, AC 1.3

NEW QUESTION # 58

Carillion Ltd is a major construction contractor in the UK. The company commits to continuous improvement and sets out a performance management program that is integrated across the organisational, individual, and supplier levels. To ensure that the suppliers acknowledge the program, every time negotiating the contract terms with suppliers, the procurement team of Carillion appends a performance management framework to the draft document as a schedule. Is the action of procurement team appropriate?

- A. Yes, because Carillion wants to implement early supplier involvement
- **B. Yes, because the framework should have legal standing as a part of contract**
- C. No, because the framework will increase the complexity of the contract
- D. No, because the performance management should be solely developed by suppliers

Answer: B

Explanation:

Performance management framework often consists of KPIs, targets and consequences that arise from achieved scores. To ensure that the framework has binding effect on contracting parties, it should be developed, appended to the main contract document and agreed by both parties. So the answer should be

"Yes, because the framework should have legal standing as a part of contract".

Reference: CIPS study guide page 11-14

LO 1, AC 1.1

NEW QUESTION # 59

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