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CIPS L6M5 - Strategic Programme Leadership LO2 Exam Questions & Answers 2024/25

Fixed pricing - ANSWERSFixed pricing is a strategy in which a supplier estimates their cost and fees and uses that price to bid for the contract.

Variable pricing (cost plus pricing) - ANSWERSVariable pricing (cost plus pricing) is when a supplier buys at the market price and sells at this plus margin.

Buyers cost may increase or decrease

This means that market fluctuations are therefore passed onto the buyer, limiting the risk to the supplier.

Fixed Price Advantages - ANSWERSAdvantages

- Fixed pricing makes a forecast and profit estimates more straightforward and accurate
- Simplifies the bidding process
- Less likely to lead to tensions between both parties

Disadvantages

- Predictability comes at price: supplier cost will include a contingency and are often higher as a result
- The buyer can not benefit from decrease costs

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CIPS L6M5 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Understand the role of culture on achieving program success: This section measures the skills of Organizational Development Specialists in understanding organizational culture's impact on program success. It covers identifying culture types and levels within organizations. A key skill measured is critically assessing organizational culture's influence.
Topic 2	<ul style="list-style-type: none">Understand program leadership approaches: This section measures the skills of Programme Leaders in understanding strategic cost management approaches. It covers budgetary control, value engineering, and cost transparency methods. A key skill measured is assessing strategic cost management techniques effectively.
Topic 3	<ul style="list-style-type: none">Understand contracting for programmers: This section measures the skills of Contract Managers and focuses on comparing various contracting options for programs. It includes client-coordinated approaches, engineering procurement and construction (EPC) contracts, management contracting, and public-private partnerships. A key skill measured is the ability to evaluate different contract types effectively.

CIPS Strategic Programme Leadership Sample Questions (Q60-Q65):

NEW QUESTION # 60

Cyril Engineering entered into a contract with Dojo Ltd for electrical engineering services to a power station. The contract was successful for two years, but Cyril Engineering failed to fulfill obligations recently.

Q: What is this situation known as?

Answer Options:

- A. Consequential Loss
- B. Damages
- C. Direct Loss
- D. Default

Answer: D

Explanation:

Failure to meet contractual obligations is classified as Default (p.123).

Consequential Loss (A) refers to indirect financial loss due to contract failure.

Damages (B) are legal remedies for breaches.

Direct Loss (D) relates to immediate financial impact, but default is the correct term for a failure to meet obligations. [P.123]

NEW QUESTION # 61

According to Hofstede's Cultural Dimensions, Individualism is when a person prioritises themselves over a group. Is this correct?

- A. yes - this is the opposite of collectivism
- B. yes - individualism is seen as a selfish culture
- C. no - individualism means accepting immediate gratification
- D. no - this is where an individual does not take risks that may have an adverse affect on themselves

Answer: A

Explanation:

Hofstede's dimension contrasts individualism with collectivism. In individualistic cultures, the individual is prioritised over the group.

NEW QUESTION # 62

Fire Light Corporation has secured a contract to design a new bridge for a local council. The council wants a price set in advance but allows for minor adjustments due to unforeseen circumstances. Which pricing mechanism is most suitable?

- A. firm fixed price
- B. bill of quantity
- C. target costing
- **D. fixed lump sum**

Answer: D

Explanation:

A fixed lump sum contract sets the price in advance while permitting small adjustments if necessary.

NEW QUESTION # 63

Which of the following statements about liquidated damages are TRUE? Select all that apply

- **A. liquidated damages can be claimed when a warranty is breached**
- B. specific performance is a type of liquidated damage
- **C. the figure must be a genuine estimate of the loss**
- **D. a set figure is decided in advance**
- E. the party seeking damages must prove the actual loss in the event of a claim

Answer: A,C,D

Explanation:

The correct statements are that a set figure is decided in advance, it must be a genuine estimate of the loss, and liquidated damages can be claimed when a warranty is breached.

NEW QUESTION # 64

Glitter Kitten Ltd CEO applies the Payback Analysis for expansion.

Investment: £50m

Annual returns: £10m

Q: What is the payback period?

Answer Options:

- **A. 5 years**
- B. 1 year
- C. 50 years
- D. 10 years

Answer: A

Explanation:

Payback period formula:

Investment (£50m) ÷ Annual inflow (£10m) = 5 years. [P.1.4]

NEW QUESTION # 65

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