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CIPS L4M1 –EXAM 2024/2025 WITH 100% ACCURATE SOLUTIONS

O1. Outline FIVE differences between purchasing goods and purchasing services. - Precise Answer ✓✓1. Goods are tangible, services are intangible:

2. Services cannot be separated from their supplier:

3. Heterogeneity: goods are usually uniform in nature while services are unique at each delivery

4. Services 'perish' immediately on delivery whereas goods can be stored until required

5. Products are easier to specify, being tangible

O2. Explain THREE circumstances in which a competitive tendering exercise might not be the best approach to making a purchase. - Precise Answer ✓✓1. Urgency

2. Commercial confidentiality or national security (e.g. military organisations):

3. Value of the purchase:

4. Production costs cannot be measured accurately:

5. Price is not the only criterion for supplier selection and contract award

6. Intellectual Property Rights and monopoly

O2. Describe TWO e-sourcing tools and their use in procurement and supply. - Precise Answer ✓✓1. E-Catalogues

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CIPS L6M5 Exam Syllabus Topics:

Topic	Details
Topic 1	Understand contracting for programmes: 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.

Topic 2	• 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 3	• 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.

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CIPS Strategic Programme Leadership Sample Questions (Q35-Q40):

NEW QUESTION # 35

When is a cost-plus pricing arrangement most likely to be used?

Answer Options:

- A. In high-risk environments
- B. Where there is a low level of trust between supplier and buyer
- C. In international transactions
- D. In low-risk, low-value purchases

Answer: A

Explanation:

Cost-plus pricing is best suited for high-risk environments (p.93), such as fluctuating commodity markets. It reduces risk for suppliers by allowing cost adjustments based on actual expenses plus a margin. Option A is incorrect because low-risk projects favor fixed pricing. [P.93]

NEW QUESTION # 36

Skipped

An End-Of-Project Review may include the hiring of an external consultant to audit a project. This is particularly true in the Public Sector and for high-value/high-risk projects. The Auditor is likely to review the project's performance against what?

- A. Other similar projects completed by the organization
- B. Configuration management
- C. Projects completed in the private sector
- D. The project plan

Answer: D

Explanation:

The audit will compare the results of the project with the project plan (i.e., what the project set out to achieve vs. what it actually achieved). This is from p. 142.

Domain: 2.4

NEW QUESTION # 37

A person who disrupts progress and hinders culture change holds which type of power?

Answer Options:

- A. Negative
- B. Pessimistic
- C. Contrary
- D. Dismissive

Answer: A

Explanation:

Negative Power (p.199) refers to individuals obstructing progress in an organization.

Dismissive (A) means ignoring opinions.

Contrary (B) and Pessimistic (C) do not refer to organizational influence. [P.199]

NEW QUESTION # 38

Manchester City Council is planning to construct a new hospital using an EPC style of contract. Which two of the following are the greatest risks to the Council?

- A. ensuring the specification is correct
- B. accurately communicating the requirements to the contractor
- C. including a time-is-of-the-essence clause within the contract
- D. setting an accurate budget before the contract is signed
- E. ensuring the contractor limits the use of subcontractors

Answer: A,B

Explanation:

The main risks are ensuring that the specification is correct and that the requirements are accurately communicated to the contractor.

NEW QUESTION # 39

Which elements define an organization's culture? (Select all that apply.)

- A. Ways of interacting
- B. The physical environment
- C. Attitudes and customs
- D. Beliefs and assumptions

Answer: A,B,C,D

Explanation:

Organizational culture (p.154) consists of:

Beliefs, interactions, environment, and customs.

Financial standing does not define culture, making it incorrect. [P.154]

NEW QUESTION # 40

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