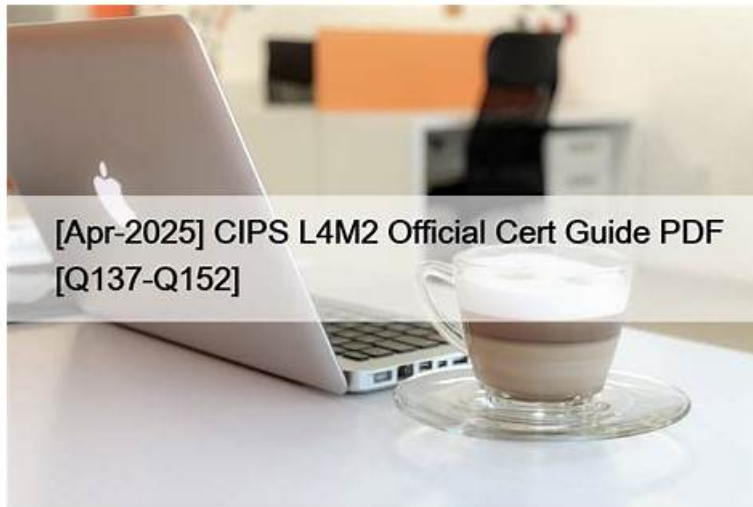


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CIPS Defining Business Needs Sample Questions (Q256-Q261):

NEW QUESTION # 256

Buyers can ascertain the prices by examining information provided by primary and secondary sources of market data. Which of the following is a secondary source of market data?

- A. Suppliers' prices provided on the buyer's request for quotation
- B. Price brochures provided by the supplier's sales team
- C. Historical records of supplier prices on the buyer's database
- **D. Supplier prices provided on price comparison websites**

Answer: D

Explanation:

Detailed Explanation: Price comparison websites are secondary sources as they aggregate data collected from multiple suppliers.

Primary sources (like RFQs and brochures) come directly from the supplier.

Reference: CIPS Level 4, Market Data Analysis.

NEW QUESTION # 257

Which of the following problems may be identified as open-ended problems? Select TWO that apply:

- **A. The suppliers don't comply with the company's policy on underage labour.**
- B. A cyber attack takes down whole company's IT system
- C. Engine failures cause flight cancellations.
- **D. Logistics costs incur a large portion in wholesale prices**
- E. Shortage of key medicines in healthcare industry

Answer: A,D

Explanation:

Open-ended problem is something stopping the achievement of an objective or blocking progress. To solve this type of problems, procurement professional should find a way to unblock the block-age. In the above question, high logistics cost is an obstacle to cost cutting objective while supplier's non-compliance prevents the company to achieve its sustainable objective.

NEW QUESTION # 258

Which of the following is the structured approach for defining customer requirements and translating them into technical specification?

- **A. Quality function deployment**
- B. Mendelow's matrix
- C. Kano model
- D. Thomas-Kilmann model

Answer: A

Explanation:

Quality function deployment (QFD) is a method to transform qualitative user demands into quantitative parameters, to deploy the functions forming quality, and to deploy methods for achieving the design quality into subsystems and component parts, and ultimately to specific elements of the manufacturing process.

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 five categories: basic requirements, performance requirements, attractive requirements, indifferent requirements and reverse requirements.

Mendelow's Matrix is a tool that may be used by an organisation to consider the attitude of their stakeholders at the start of a project or when they are setting out strategic objectives.

The Thomas Kilmann model identifies two dimensions when choosing a course of action in a conflict situation, these are assertiveness and cooperativeness. Assertiveness is the degree to which you try to satisfy your own needs. Cooperativeness is the degree to which you try to satisfy the other person's concerns.

NEW QUESTION # 259

Which of the following content should a performance specification feature? Select TWO that apply.

- A. Drawings of the required product

- B. Approved/excluded materials requirements
- C. Exact details of the packaging
- **D. Outcomes to be achieved**
- **E. Required quality level**

Answer: D,E

NEW QUESTION # 260

Department for Transport (DfT) needs to buy new locomotives to expand the capacity of trains fleet. In 2009, they were criticized for beginning the procurement "without any clear idea of how many trains would be needed, which routes they would run on and what form of power would be required". What should procurement manager of DfT do first to manage risk in making the specification?

- A. Monitor the potential risks
- B. Implement mitigating actions
- C. Assess the potential risks
- **D. Identify the possible risks**

Answer: D

Explanation:

There are 4 steps to risk managing process:

Step 1: Identify hazards

Step 2: Assess the risk

Once a risk has been identified, a risk assessment should be conducted.

You should carry out a risk assessment for any manual tasks identified as being hazardous, unless the risk is well known and you know how to control it. A risk assessment can help you determine, which postures, movements and forces of the task pose a risk, where during the task they pose a risk, why they are occurring and what needs to be fixed.

Step 3: Control the risk

The ways of controlling risks are ranked from the highest level of protection and reliability to the lowest, which is known as the hierarchy of control. You must always aim to eliminate the hazard, which is the most effective control.

Step 4: Review risk control

Control measures that have been implemented must be reviewed, and, if necessary, revised to make sure they work as planned and to maintain a work environment that is without risks to health and safety.

Source: WorkCover Queensland

Reference: CIPS study guide page 142-146

LO 3, AC 3.3

NEW QUESTION # 261

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