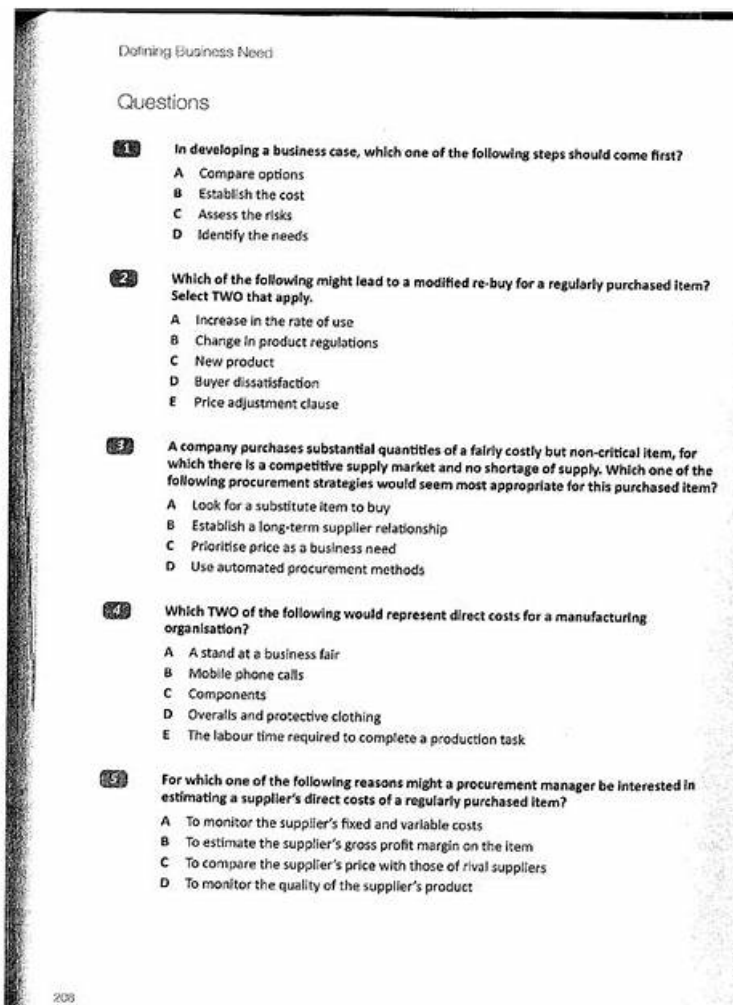


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CIPS Defining Business Needs Sample Questions (Q155-Q160):

NEW QUESTION # 155

A procurement organisation is keen to encourage innovation available within the supply market in the execution of an upcoming significant contract opportunity. A team member suggests that the specification should define the performance indicators so that supplier's solution can be checked against them. Which of the following will enable the organisation to achieve this goal?

- A. Establishing transparent selection criteria
- B. Using an outcome focused specification
- C. Using an output focused specification
- D. Applying a precise performance framework

Answer: C

Explanation:

The buying organisation is keen to encourage innovation so they should use the outcome or output based specification. In an outcome-based specification, umbrella statements like 'good quality', 'ambient temperature', 'convenient way' are often used. This may confuse the suppliers, and it's hard to check the solution that supplier offers. On the other hand, output-based specifications often include measurable requirements. For example, a specification for air conditioning system states that the system should maintain the room temperature at 19-24 degrees Celsius. Therefore, output specification is more appropriate in this case.

Reference: CIPS study guide page 119-124

LO 3, AC 3.1

NEW QUESTION # 156

Which of the following would be an example of direct costs for a decorating contractor?

- A. Van
- B. Paint
- C. Electricity
- D. Ladder

Answer: B

Explanation:

Comprehensive and Detailed Explanation (paraphrased from CIPS L4M2 content) CIPS L4M2 explains that direct costs are those that can be directly traced to a specific product, job, or project.

For a decorating contractor:

* Paint (A) is clearly a direct cost - it is consumed on specific jobs, and the quantity and cost can be directly allocated to each project.

Items such as:

* Ladder (B) - a piece of equipment used across many jobs. Its cost is typically spread over multiple projects; this makes it an indirect (overhead) cost.

* Van (C) - used for transport across many contracts, again an indirect or overhead cost.

* Electricity (D) - usually treated as an indirect or overhead cost, not allocated to a single job unless specially metered.

Understanding the difference between direct and indirect costs is important for whole-life costing and building a business case, because misclassifying them can distort unit costs and profitability.

Relevant CIPS L4M2 areas:

* Cost classification: direct vs indirect, fixed vs variable

* Costing and pricing in business cases

* Whole-life cost and cost build-up analysis

NEW QUESTION # 157

The procurement team of an IT hardware manufacturer has been set a target by senior management to reduce the rates paid to the sole supplier of a new and innovative power-saving battery. Which action should the procurement team first consider?

- A. Offering economies of scale
- B. Dual or multiple sourcing
- C. Offering a framework agreement
- D. Agreeing rebate thresholds

Answer: B

Explanation:

Detailed Explanation: Dual or multiple sourcing introduces competition, reducing the sole supplier's bargaining power and leading to cost reductions. Framework agreements (A) or economies of scale (D) may not address the immediate need to reduce rates.

Reference: CIPS Level 4, Sourcing Strategies.

NEW QUESTION # 158

A drawing is an example of...?

- A. Statements of work
- **B. Technical specifications**
- C. Outcome specifications
- D. Output specifications

Answer: B

Explanation:

A technical specification details the standards that a product or service must meet. Drawings (often called engineering drawings or technical drawings) are complementary to technical specifications Reference:

LO 3, AC 3.1

NEW QUESTION # 159

Which of the following are considered as direct costs in a construction company? Select TWO options

- A. Clerical assistants who maintain the office
- **B. An employee is hired to work on a project, either exclusively or for an assigned number of hours**
- **C. Raw materials**
- D. Advertising and marketing communication
- E. The materials and supplies needed for the company's day-to-day operations.

Answer: B,C

Explanation:

Direct costs are directly associated with the production of a good or service. In this question, 'An employee is hired to work on a project, either exclusively or for an assigned number of hours' and 'Raw materials' are directly related to producing the product. Indirect costs are the general costs of the organisation - these costs cannot easily be attributed to specific products or services (also known as overheads). 'The materials and supplies needed for the company's day-to-day operations' or 'Clerical assistants who maintain the office' or 'Advertising and marketing communication' is example of indirect cost.

Reference:

LO 1, AC 1.2

NEW QUESTION # 160

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