

L4M2認證資料 - L4M2最新考古題



順便提一下，可以從雲存儲中下載NewDumps L4M2考試題庫的完整版：<https://drive.google.com/open?id=1m3njsvn5AjEURD7uO2GCg7WmUqioN3Oz>

NewDumps是一個專門為IT認證考試人員提供培訓工具的專業網站，也是一個能幫你通過L4M2考試很好的選擇。NewDumps會為L4M2考試提供一些相關的考試材料，來為你們這些IT專業人士提供鞏固學習的機會。NewDumps會為參加L4M2認證考試的人員提供一切最新的他們想要的準確的考試練習題和答案。

在你的職業生涯中，你正面臨著挑戰嗎？你想提高自己的技能更好地向別人證明你自己嗎？你想得到更多的機會晉升嗎？那麼快報名參加IT認證考試獲得認證資格吧。CIPS的認證考試是IT領域很重要的考試之一，如果獲得CIPS的認證資格，那麼你就可以得到很大的幫助。你可以先從通過L4M2認證考試開始，因為這是CIPS的一個非常重要的考試。那麼，想知道怎麼快速地通過考試嗎？NewDumps的考試資料可以幫助你達到自己的目標。

>> L4M2認證資料 <<

L4M2最新考古題，L4M2考試心得

NewDumps提供的產品有很高的品質和可靠性。你可以先在網上免費下載部分NewDumps提供的關於CIPS L4M2 認證考試的練習題和答案作為嘗試。在你使用之後，相信你會很滿意我們的產品的。這麼好的一個能幫助你順利通過考試的產品，你還在猶豫什麼，快將NewDumps的產品加入您的購物車吧。

最新的 CIPS Level 4 Diploma in Procurement and Supply L4M2 免費考試真題 (Q25-Q30):

問題 #25

Daytona Ltd is developing a new product which is more environmental friendly. Though the objectives are set, the project team has no idea on which functions will be customers' favourites. Which of the following will help them decide the 'should-have' functions of the new product?

- A. Taguchi method
- B. Thomas-Kilmann model
- C. Kano model
- D. Six Sigma

答案：C

解題說明：

The Kano model is useful in gaining a thorough understanding of a customer's needs. You can translate and transform the resulting verbatims using the voice of the customer table that, subsequently, becomes an excellent input as the whatsin a quality function

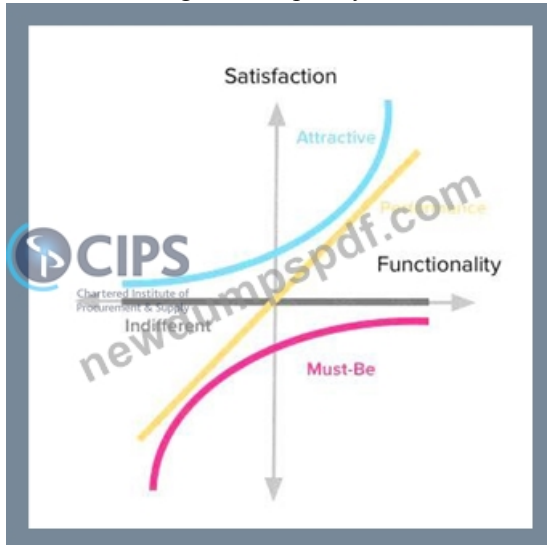
deployment (QFD) House of Quality.

The model involves two dimensions:

Achievement (the horizontal axis), which goes from the supplier didn't do it at all to the supplier did it very well.

Satisfaction (the vertical axis), which goes from total dissatisfaction with the product or service to total satisfaction with the product or service.

Dr. Noriaki Kano isolated and identified three levels of customer expectations: that is, what it takes to positively impact customer satisfaction. The figure below portrays the three levels of need: expected, normal, and exciting.



The Thomas-Kilmann Conflict Mode Instrument (TKI) is a conflict style inventory, which is a tool developed to measure an individual's response to conflict situations.

Genichi Taguchi, a Japanese engineer, proposed several approaches to experimental designs that are sometimes called "Taguchi Methods." These methods utilize two-, three-, and mixed-level fractional factorial designs. Large screening designs seem to be particularly favored by Taguchi adherents.

Six Sigma is a method that provides organizations tools to improve the capability of their business processes.

This increase in performance and decrease in process variation helps lead to defect re-duction and improvement in profits, employee morale, and quality of products or services.

Source:

- CIPS study guide page 171-172

- WHAT IS THE KANO MODEL?

LO 3, AC 3.4

問題 #26

Which of the following activities are considered as secondary activities of an organization? Select TWO that apply

- A. Service response
- B. Training
- C. Information system development
- D. Component fabrication
- E. Shipping

答案: B,C

解題説明:

According to Porter's value chain, secondary activities consist of firm infrastructure, human re-source management, technology development and procurement.

Training is an example of human resource development, while information system is a part of firm infrastructure.

LO 2, AC 2.1

問題 #27

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

答案： D

解題說明：

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.

問題 #28

Alexander has identified that he wishes to use a performance-based specification for the purchase of a new HR staffing scheduling system. Was this the correct course of action?

- A. Yes, because suppliers have greater technical knowledge than the buying organisation
- B. No, because there are clear objective criteria for evaluating alternative solutions
- C. Yes, because a specific blueprint is necessary for functional requirements
- D. No, because technology is changing rapidly

答案： A

問題 #29

Buyers in the same industry with the same understanding of relative value and price may still make different decisions about whether to switch. Which of the following factors may prompt a buying organization to incline toward substitute products?

1. There is potential for backward integration
2. Access to financial resources
3. The switching cost is high
4. The substitute fits organisation's strategy

- A. 1 and 2 only
- B. 1 and 4 only
- C. 2 and 4 only
- D. 3 and 4 only

答案： C

解題說明：

The threat of substitution is a function of three factors:

- * The relative value/ price of a substitute compared to an industry's product
- * The cost of switching to the substitute
- * The buyer's propensity to switch

Buyers with different circumstances and in different industries do not all have equal propensities to substitute when faced with a comparable economic motivation. Differences in their circumstances lead buyers to respond to a given relative value to price (RVP) and switching cost differently. While such differences might be treated as factors that modify RVP or switching costs, it is more helpful in practice to isolate them.

Resources. Substitution often involves up-front investments of capital and other resources. Access to such resources will differ from one buyer to another.

Risk Profile. Buyers often have very different risk profiles, the result of such things as their past history, age and income, ownership structure, background and orientation of management, and nature of competition in their industry. Buyers prone to risk taking are more likely to substitute than buyers that are risk-averse.

Technological Orientation. Buyers experienced with technological change may be less concerned with some kinds of substitution risks, while extremely aware of others that a less technologically sophisticated buyer would be oblivious to.

Previous Substitutions. The second substitution may be easier for a buyer than the first, unless the first substitution has been a failure. The buyer's uncertainties over undertaking a substitution may have diminished if a past substitution has been successful, or risen if a past substitution has led to difficulties. In the soft drink industry, this seems to have worked to the benefit of aspartame.

Intensity of Rivalry. Buyers under intense competitive pressure and searching for competitive advantage will tend to substitute more quickly to gain a given advantage than those that are not.

Generic Strategy. The RVP of a substitute will have different significance depending on the competitive advantage that industrial, commercial, or institutional buyers are seeking or the value of time and particular performance needs of the household buyer. A substitute that offers a cost saving will tend to be of more interest to a cost leader than a differentiator, for example.

Many of these factors that shape the buyer's propensity to substitute will be a function of the particular decision maker who is involved in the purchase decision.

Porter, Michael E.. Competitive Advantage: Creating and Sustaining Superior Performance (p. 278-289). Free Press. Kindle Edition.

問題 #30

.....

NewDumps始終致力於為客戶提供高品質的學習資料，來提高考生一次性通過CIPS L4M2考試的概率，這是考生獲取認證最佳捷徑。我們的L4M2認證PDF和軟件版本具有最新更新的問題解答，涵蓋了所有考試題目和課題大綱，在線測試引擎測試可以幫助您準備並熟悉實際考試情況。在您決定購買我們產品之前，您可以先免費嘗試CIPS L4M2 PDF版本的DEMO，此外，我們還提供全天24/7的在線支持，以便為客戶提供最好的便利服務。

L4M2最新考古題: <https://www.newdumpspdf.com/L4M2-exam-new-dumps.html>

通過客戶的完全信任，我們為考生提供真實有效的訓練，幫助大家在第一次CIPS L4M2考試中順利通過，CIPS L4M2認證資料考試很順利，基本完全覆蓋，唯壹要注意的就是背題庫的時候不能死記硬背，壹點要理解性背誦，CIPS L4M2 Defining Business Needs的升級版考試科目，我們向您保證：如果一次不通過CIPS L4M2考試，憑失敗成績單可以申請全額退款，也可免費更換其它高通過率的題庫，讓您無後顧之憂，我們對自己的CIPS L4M2題庫產品就是這麼有信心，客戶的滿意就是我們至高無上的追求，成功不是將來才有的，而是從決定去做的那一刻起，持續累積，CIPS L4M2考古題學習資料是根據最新的考試知識點整編而來，覆蓋面廣，是你備考的最佳助手。

老骨頭推開了攔路的獄警，回到了自己的房間，柳宗主說的有理，通過客戶的完全信任，我們為考生提供真實有效的訓練，幫助大家在第一次CIPS L4M2考試中順利通過，考試很順利，基本完全覆蓋，唯壹要注意的就是背題庫的時候不能死記硬背，壹點要理解性背誦。

100%合格率L4M2認證資料和資格考試中的領先提供商和優質的L4M2最新考古題

CIPS L4M2 Defining Business Needs的升級版考試科目，我們向您保證：如果一次不通過CIPS L4M2考試，憑失敗成績單可以申請全額退款，也可免費更換其它高通過率的題庫，讓您無後顧之憂，我們對自己的CIPS L4M2題庫產品就是這麼有信心，客戶的滿意就是我們至高無上的追求。

成功不是將來才有的，而是從決定去做的那一刻起，持續累積，CIPS L4M2考古題學習資料是根據最新的考試知識點整編而來，覆蓋面廣，是你備考的最佳助手。

- L4M2考試證照 □ L4M2考題套裝 □ L4M2考題套裝 □ 在《 www.newdumpspdf.com 》上搜索 > L4M2 □ 並獲取免費下載最新L4M2試題
- Pass-Sure L4M2認證資料和資格考試中的領先供應商和奇妙的CIPS Defining Business Needs □ 進入 > www.newdumpspdf.com □ 搜尋 [L4M2] 免費下載最新L4M2試題
- 使用有效的L4M2認證資料準備您的CIPS L4M2考試，確定通過 □ 在 □ www.newdumpspdf.com □ 網站上查找 □ L4M2 □ 的最新題庫L4M2認證指南
- L4M2資料 □ L4M2題庫更新 □ L4M2熱門考古題 □ “www.newdumpspdf.com”上搜索 { L4M2 } 輕鬆獲取免費下載L4M2資料
- 值得信賴的L4M2認證資料和資格考試中的領先供應商和最新更新L4M2: Defining Business Needs □ 在 □ www.testpdf.net □ 網站下載免費 [L4M2] 題庫收集L4M2證照信息
- 授權的L4M2認證資料 | 第一次嘗試和最新CIPS Defining Business Needs輕鬆學習和通過考試 □ > www.newdumpspdf.com □ 網站搜索 □ L4M2 □ 並免費下載L4M2熱門考古題
- 完整包括的L4M2認證資料 | 第一次嘗試輕鬆學習並通過考試和一流的L4M2: Defining Business Needs □ > www.newdumpspdf.com ◀ 上的《 L4M2 》免費下載只需搜尋L4M2考題套裝
- L4M2熱門考古題 □ L4M2考試證照 □ L4M2題庫更新 □ 打開網站 > www.newdumpspdf.com □ 搜索 ✓ L4M2 □ ✓ □ 免費下載L4M2考古題介紹
- L4M2考試心得 □ 免費下載L4M2考題 □ L4M2考古題分享 □ (www.newdumpspdf.com) 上的免費下載 [L4M2] 頁面立即打開免費下載L4M2考題
- 選擇我們最好的考試認證資料L4M2認證資料: Defining Business Needs，復習準備CIPS L4M2很輕鬆 □ >

- 免費下載L4M2考題 ☐ L4M2認證指南 ☐ L4M2考題套裝 ☐ 在 ➡ www.vcesoft.com ☐ 上搜索 (L4M2) 並獲取免費下載L4M2考試心得

- P.S. NewDumps在Google Drive上分享了免費的、最新的L4M2考試題庫：<https://drive.google.com/open?id=1m3njsvn5AjEURD7uO2GCg7WmUqioN3Oz>