

L4M2 Questions Exam & L4M2 Latest Exam Pattern

CIPS L4M2 Exam Questions

Question: 1

The position of a product in its life cycle can affect the price that suppliers set. Is this statement correct? - correct answer A. No, in market economy, the state decides the price of all goods and services

B. Yes, each stage in product life cycle requires different levels of investment in promotion and distribution

C. No, customer's perception of value is the ultimate determinant of the suppliers' price

D. Yes, it is always the only factor determining the price

Question: 2

A CPO is making a business case for acquiring a new computer system. He has set out objective, generated options, cost and benefit of each option and implementation plan. Which of the following elements should be included in the business case? - correct answer A. Risk assessment

B. Operation management

C. Invitation to tender

D. Contract management

Question: 3

What is the document that defines the activities, deliverables and timelines a supplier must carry out during contract performance? - correct answer A. Statement of work

B. Project initial document

C. Framework agreement

D. Work instruction

Question: 4

A procurement manager is writing a conformance specification for a non-core component. She thinks that if the requirements in specification are higher than ISO standards, her company can achieve greater cost-savings. Is the procurement manager's opinion correct? - correct answer A. No, because higher specification may incur additional costs for the buyer

BONUS!!! Download part of ActualtestPDF L4M2 dumps for free: <https://drive.google.com/open?id=137FLMGITNxBIGSo3O2S86EQvX8ZbLfv>

Our advanced operation system on the CIPS L4M2 learning guide will automatically encrypt all of the personal information on our Defining Business Needs L4M2 practice dumps of our buyers immediately, and after purchasing, it only takes 5 to 10 minutes before our operation system sending our Defining Business Needs L4M2 Study Materials to your email address, there is nothing that you need to worry about, and we will spare no effort to protect your interests from any danger and ensure you the fastest delivery.

According to the survey of our company, we have known that a lot of people hope to try the L4M2 test training materials from our company before they buy the study materials, because if they do not have a try about our study materials, they cannot sure whether the study materials from our company is suitable for them to prepare for the exam or not. So a lot of people long to know the L4M2 study questions in detail. In order to meet the demands of all people, our company has designed the trail version for all customers. We can promise that our company will provide the demo of the L4M2 learn prep for all people to help them make the better choice. It means you can try our demo and you do not need to spend any money.

>> L4M2 Questions Exam <<

CIPS L4M2 Questions Exam: Defining Business Needs - ActualtestPDF Excellent Website

There are a lot of advantages if you buy our L4M2 training guide. And one of them is that you can enjoy free updates for one year after purchase. In order to avoid the omission of information, please check your email regularly. The content of L4M2 Exam Materials is very comprehensive, and we are constantly adding new things to it. As long as you purchase L4M2 practice prep, you

will not need any other learning products.

CIPS Defining Business Needs Sample Questions (Q204-Q209):

NEW QUESTION # 204

Which of the following specific markets is most likely to have product shortage by nature?

- A. Financial
- B. Construction
- C. Agriculture
- D. Services
- E. Retail

Answer: C

Explanation:

Products used in agriculture can be subject to shortage due to natural disasters.

NEW QUESTION # 205

Which of the following always impact negatively on a company's cash flow? Select TWO that apply

- A. Depreciation of fixed asset
- B. Customers agree to pay immediately
- C. Supplier shortens their payment period
- D. Increasing revenue
- E. More inventory

Answer: C,E

Explanation:

To answer this question, candidates are required to remember the cash flow cycle and cost entries as well as the impact of their timing on a business.

Diagram Description automatically generated

□ Source: <https://cfoperspective.com/free-your-cash-trapped-in-the-cash-conversion-cycle/> Shorter payment term and more inventory are likely to have negative impact on the cash flow because the buyer has to pay sooner and greater.

"Customers agree to pay immediately" will increase the organisation's bank account sooner.

Depreciation has no impact on cash flow as it is only listed in Profit and Loss statement.

Increasing revenue may have negative or positive impact on cash flow, depending on the real situation.

Reference: CIPS study guide page 54

LO 1, AC 1.4

NEW QUESTION # 206

Which of the following are typically included in a conformance specification? Select TWO that apply.

- A. List of outcome
- B. Product functions
- C. Product dimensions
- D. Brand name
- E. Packaging requirements

Answer: C,E

Explanation:

A conformance specification is a specification that defines the technical and physical characteristics and/or measurements of a product, such as physical aspects (e.g. dimensions, colour, and surface finish), design details, material properties, energy requirements, processes, maintenance requirements and operational requirements.

On the other hand, performance specification typically includes list of output or outcome or functional requirements. Brand name can be a part of performance specification because brand is a reminder of quality that customers remember. For example, when talking about Roll Royce, people will think about an elegant car.

Reference: CIPS study guide page 118-124
LO 3, AC 3.1

NEW QUESTION # 207

Which of the following is the new technology that has impact on manufacturing sector?

- A. Blockchain
- **B. Robotics**
- C. E-commerce
- D. Social Media

Answer: B

Explanation:

Robots in manufacturing help to create jobs by reshoring more manufacturing work. Robots protect workers from repetitive, mundane and dangerous tasks, while also creating more desirable jobs, such as engineering, programming, management and equipment maintenance.

LO 2, AC 2.1

NEW QUESTION # 208

A hospital extensively spends on medical and implantable devices, medical, surgical and pharma-ceutical supplies, costs of supplies related to buildings and maintenance operations. Hospital's procurement manager suggests that the hospital has an opportunity to reduce operational costs by reducing variation of medical devices and pharmaceutical supplies. Which of the following best describe the procurement manager's suggestion?

- A. Value engineering
- B. Process standardisation
- **C. Product standardisation**
- D. Process re-engineering

Answer: C

Explanation:

The hospital is buying too many product variants. This may cause bottleneck in its operation and increase operational expense. So procurement manager suggests to standardise products.

This is an example of the benefits of product standardisation:

Saint Thomas Health, a system of 5 hospitals, needed to find a way to reduce costs. They were purchasing different SKUs for products that were very similar, in this case, labels. They bought label rolls for \$3 and a very similar product for \$1. This oversight in product purchases impacted the overall costs of the system.

After partnering with a sole source vendor it was able to save \$200,000 over a four year span. They accomplished this simply by standardizing label products. These savings, however, only account for the immediate savings from standardizing products. The saving that are not factored into that number are the savings from soft or hidden costs.

On a national scale, hospitals lose millions of dollars per year in hidden expenses due to missed opportunities for cost containment and incorporation. Some of the hidden elements that increase overall costs for a healthcare provider include the following:

- Redundant purchasing
- Freight
- Excessive purchase orders
- Multiple vendor relations
- Low efficiency
- Joint commission fines
- HAI

By implementing product standardization, hospitals and health systems reduce vendors, are able to reduce SKUs, purchase orders, inefficiency, freight costs, fines, and off-contract spending. All of this adds up to large savings for the organization as a whole.

96% of the respondents in the survey agree that consolidating suppliers and standardizing product purchases across organization would reduce hidden costs.

Reference:

- CIPS study guide page 157-159

- 3 Ways Product Standardization Can Help You Get a Bonus - ConnectID (pdchealthcare.com) LO 3, AC 3.4

myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt,
myportal.utt.edu.tt, myportal.utt.edu.tt, Disposable vapes

BONUS!!! Download part of ActualtestPDF L4M2 dumps for free: <https://drive.google.com/open?id=137FLMGITNxBIGSo3O2S86EQtvX8ZbLfv>