

Exam L4M2 Forum & L4M2 Training Pdf

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

What's more, part of that PremiumVCEDump L4M2 dumps now are free: https://drive.google.com/open?id=1_UsyQngOrojnUya7HcZA-eitH7KoRL7I

Under the support of our study materials, passing the exam won't be an unreachable mission. More detailed information is under below. We are pleased that you can spare some time to have a look for your reference about our L4M2 test prep. As long as you spare one or two hours a day to study with our L4M2 Quiz prep, we assure that you will have a good command of the relevant knowledge before taking the exam. What you need to do is to follow the L4M2 exam guide system at the pace you prefer as well as keep learning step by step.

It is worth mentioning that, the simulation test is available in our software version. With the simulation test, all of our customers will get accustomed to the L4M2 exam easily, and get rid of bad habits, which may influence your performance in the real L4M2 exam. In addition, the mode of L4M2 learning guide questions and answers is the most effective for you to remember the key points. During your practice process, the L4M2 test questions would be absorbed, which is time-saving and high-efficient.

>> **Exam L4M2 Forum** <<

L4M2 Training Pdf | Latest L4M2 Test Questions

We have three formats of study materials for your leaning as convenient as possible. Our CIPS Level 4 Diploma in Procurement and Supply question torrent can simulate the real operation test environment to help you pass this test. You just need to choose suitable version of our L4M2 guide question you want, fill right email then pay by credit card. It only needs several minutes later that you will receive products via email. After your purchase, 7*24*365 Day Online Intimate Service of L4M2 question torrent is waiting for you. We believe that you don't encounter failures anytime you want to learn our L4M2 guide torrent.

CIPS Defining Business Needs Sample Questions (Q281-Q286):

NEW QUESTION # 281

Which of the following are likely to be disadvantages of using outcome-based specifications? Select THREE that apply

- A. Time consuming to produce
- B. Ambiguity of outcome
- C. Difficulty to measure performance
- D. Long time delay between action and result
- E. Stifling innovation
- F. Responsibility for product failure falling to buyer

Answer: B,C,D

Explanation:

An Outcome Based Specification (OBS) focuses on the desired outcome of a service in business terms, rather than a detailed technical specification of how the service is to be provided; this allows providers scope to propose innovative solutions that might not have occurred to the procurement team. Outcome should be distinguished from output, which is the measurable results of a set of inputs. The example of difference between outcome and output is written at the bottom of page 123 in the study guide.

Outcomes should be the starting point in making new specification. However, using outcome-based specification has some setbacks:

- First, it is not easy to measure the outcomes. Usually, outcome of a project is a statement like 'increase customer satisfaction', 'maintain ambient temperature' or 'provide a convenient way to do something'. They are not easy to measure as output.
- Second, sometimes the desired outcomes require time to be materialised
- Third, outcomes can be ambiguous

NEW QUESTION # 282

Which of the following are potential advantages of using a product performance specification?

- * It reduces the need for the buyer to produce a detailed design
- * It can widen the potential supply base
- * The buyer can specify the product's actual design in detail
- * Products are provided using the buyer's methodology

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

Answer: B

Explanation:

Detailed Explanation:

- * 1 (Reduces design need): Performance specifications focus on outcomes rather than detailed designs, saving buyer resources.
- * 2 (Wider supply base): Allowing suppliers to propose their own solutions can attract a broader range of suppliers. Options 3 and 4 align with conformance specifications, not performance-based ones.

Reference: CIPS Level 4, Specification Writing.

NEW QUESTION # 283

To improve the productivity, Plantation Ltd is planning to purchase a tractor, which it has never bought before. The project must be quick to catch up with the next growing season. Leanne, a junior procurement staff at the company, assumes that she could skip market analysis stage to save time. Is this assumption reasonable?

- A. Yes, the company has extensive experience in purchasing tractor
- B. No, market analysis will inform the company of the pricing as well as latest technology trends
- C. Yes, Leanne just needs to purchase the tractor from her friend's company
- D. No, the company assesses supplier's performance solely based on market analysis

Answer: B

Explanation:

Market analysis is a stage in CIPS Procurement and Supply Cycle. This stage informs the purchaser about the number of suppliers, the average pricing, and product trends. Even urgent purchase should undergo market analysis. Without undertaking this stage, the buying organisation may not purchase the right product, or they may purchase at higher price.

NEW QUESTION # 284

Which of the following are fixed costs? Select TWO that apply.

- A. Materials costs
- B. Sales commission
- C. Utilities costs
- D. Staff overtime
- E. Premises costs

Answer: C,E

NEW QUESTION # 285

Royal Navy is preparing a through-life contract. They put to the contract a term on rectification of operational defects and planning and delivery of Fleet Time Support Periods. Which part of through-life requirement does this term belong to?

- A. In-service support
- B. Customer support
- C. Installation
- D. Manufacture

Answer: A

Explanation:

There are 6 main components of the through-life requirements of an asset: Design, Manufacture, Installation, In-service support, Decommission and disposal and Customer support.

Rectification of operational defects and planning and delivery of Fleet Time Support Periods are maintenance activities which belong to in-service support. You may have chosen Customer support. However, in through-life asset management context, customer support does not include maintenance services. Instead, it is the services that go along the stages of asset life. It may include consulting, communication and information exchange.

Diagram, table Description automatically generated

Source: Andrew Graves

NEW QUESTION # 286

.....

The Defining Business Needs (L4M2) PDF format, desktop practice test software, and web-based practice test software, all three formats of actual exam questions are ready for quick download. You just need to pay the affordable CIPS L4M2 Exam Questions charges and click on the download button. Get them now and start Defining Business Needs (L4M2) exam preparation today.

L4M2 Training Pdf: <https://www.premiumvcedump.com/CIPS/valid-L4M2-premium-vce-exam-dumps.html>

Our L4M2 Training Pdf - Defining Business Needs exam preparation software will allow you to assess yourself, CIPS Exam L4M2 Forum Please do not give up no matter how difficult you feel now, CIPS Exam L4M2 Forum Nowadays, employment pressure is growing with the insufficient working station, It is acknowledged that high-quality service after sales plays a vital role in enhancing the quality of our L4M2 learning engine.

Mark holds a BA in philosophy from the University of Illinois Exam L4M2 Forum and an MS in computer science from the Illinois Institute of Technology, Common sense is a con artist.

Our Defining Business Needs exam preparation software will allow you to assess yourself, L4M2 Please do not give up no matter how difficult you feel now, Nowadays, employment pressure is growing with the insufficient working station.

Ace Your Exam Preparation with PremiumVCEDump L4M2 Practice Test

It is acknowledged that high-quality service after sales plays a vital role in enhancing the quality of our L4M2 learning engine. Our company has been attaching great importance to customer service.

- L4M2 New Dumps Ppt □ L4M2 Exam Forum □ Certification L4M2 Book Torrent □ Search for 『 L4M2 』 and download exam materials for free through ▷ www.testkingpass.com ↳ □ L4M2 Exams Dumps
- CIPS L4M2 Questions - For Best Result [2026] □ Download (L4M2) for free by simply searching on □ www.pdfvce.com □ □ L4M2 Reliable Exam Tutorial
- Best L4M2 : Defining Business Needs Exam Torrent Provide Three Versions for choosing □ Search for ⇒ L4M2 ⇐ and download it for free on ▷ www.dumpsmaterials.com □ website □ L4M2 Braindump Free
- L4M2 Reliable Exam Tutorial □ Reliable Exam L4M2 Pass4sure □ Vce L4M2 Free □ Search for □ L4M2 □ and easily obtain a free download on ▷ www.pdfvce.com □ □ L4M2 Latest Dumps Pdf
- L4M2 Braindump Free □ L4M2 Exam Score □ L4M2 Valid Exam Voucher □ Open website “ www.dumpsquestion.com ” and search for ✓ L4M2 □ ✓ □ for free download □ L4M2 Reliable Test Forum
- Reliable Exam L4M2 Pass4sure □ Reliable Exam L4M2 Pass4sure □ L4M2 Reliable Test Forum □ Open website ➔ www.pdfvce.com □ □ □ and search for ▷ L4M2 □ for free download □ L4M2 Exam Forum
- Free PDF Quiz CIPS - L4M2 - Defining Business Needs Authoritative Exam Forum □ Easily obtain free download of [L4M2] by searching on ✓ www.practicevce.com □ ✓ □ □ L4M2 Test Dumps Demo
- How You Can Easily Test Yourself Through CIPS L4M2 Practice Exam? □ Search for 「 L4M2 」 and easily obtain a free download on □ www.pdfvce.com □ □ L4M2 Valid Exam Voucher
- Exam L4M2 Tests □ L4M2 Braindump Free □ L4M2 Reliable Exam Tutorial □ Immediately open ➔ www.troyecdumps.com □ and search for “ L4M2 ” to obtain a free download □ L4M2 Valid Exam Voucher
- Free PDF 2026 L4M2: Defining Business Needs –High Pass-Rate Exam Forum □ Enter ➔ www.pdfvce.com □ and search for ▷ L4M2 □ to download for free □ L4M2 Reliable Test Forum
- Defining Business Needs pdf vce dumps - L4M2 free download training collection □ Download 【 L4M2 】 for free by simply searching on □ www.prep4away.com □ □ L4M2 Valid Exam Voucher
- www.stes.tyc.edu.tw, 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, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, notefolio.net, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, bbs.t-firefly.com, bbs.t-firefly.com, www.stes.tyc.edu.tw, [Disposable vapes](http://www.stes.tyc.edu.tw)

P.S. Free 2026 CIPS L4M2 dumps are available on Google Drive shared by PremiumVCEDump: https://drive.google.com/open?id=1_UsyQngOrojnUya7HcZA-eitH7KoRL7I