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CIPS Defining Business Needs Sample Questions (Q95-Q100):

NEW QUESTION # 95

When drafting a business case, Benjamin believes he has power over a supplier and will consider this when detailing budget information. Is adopting a powerful approach with the supplier a reasonable approach?

- A. No, power should never be used by a buyer on suppliers
- **B. No, collaborative approaches should always be adopted**
- C. Yes, particularly for highly critical items
- D. Yes, as long as there are other supply options

Answer: B

NEW QUESTION # 96

Aldar Properties is a property developer in UAE. In last month, it spent \$2,160 for 10 tons of steel. In this month, it had planned 10% increment in budget for steel comparing to last month. But the number of orders boosted and total spend on steel reached \$1,992.1 while Aldar has imported 11 tons. What is the main cost driver of steel budget?

- A. Quantity variance
- B. Inflation
- **C. Price variance**
- D. Both price and quantity variances

Answer: C

Explanation:

In this question, you have to calculate price variance and quantity variance.

Last month, 1 tonne of steel costed \$216. This month, the price decreases to \$181.1. Price variance = $(P1 - P2)$

$*Q2 = (\$216 - \$181.1) * 11 = \$383.9$

Quantity variance = $(Q1 - Q2) * P1 = -\$216$

Price variance is greater than quantity variance, therefore, price variance is the main cost driver.

LO 1, AC 1.4

NEW QUESTION # 97

Which of the following are typical environmental considerations throughout the contract life cycle? Select the TWO that apply.

- A. Modern slavery
- **B. Waste management**
- **C. Pollution control**
- D. Health and safety
- E. Inequality

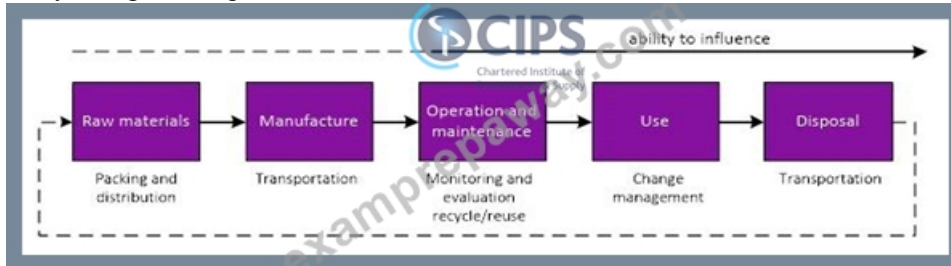
Answer: B,C

Explanation:

All procurement has some level of impact on the environment that needs to be minimised to ensure sustainable procurement practices.

The greatest opportunity to influence environmental outcomes is by selecting products and services with the least ongoing environmental impacts, such as use of water, electricity and fuel, waste/disposal management, and impact on human health over the life of the product or service.

Lifecycle stages that impact on the environment:



Most goods and services will have an element of environment impact in a number of areas. The five main impact areas are listed in the following table.

Impact area	Details
Greenhouse emissions	<ul style="list-style-type: none">Does the product/activity consume electricity, natural gas, diesel, LPG, oil or any other fossil fuels?Is the delivery of the service likely to result in the use of electricity, natural gas, diesel, LPG, oil or any other fossil fuels?
Water	<ul style="list-style-type: none">Will normal use of the product result in the use of potable water?Is the delivery of the services likely to result in the use of potable water?
Waste	<ul style="list-style-type: none">Does the product include non recyclable components (including packaging) that are expected to be committed to landfill at the end of its useful life?Will purchase/use of the product/service result in waste to landfill?
Air	<ul style="list-style-type: none">Will normal use of the product result in the release of air pollutants?Is the delivery of the services likely to result in the release of air pollutants?
Biodiversity	<ul style="list-style-type: none">Will purchase of the product/service result in an impact on native flora or fauna?

Source: Buying for Victoria

Reference:

LO 3, AC 3.2

NEW QUESTION # 98

When procuring an IT equipment, at which stage the buyer's expectations are translated into a technical specification?

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

Answer: A

Explanation:

IT equipment is typically linked with through-life contracts. This type of contract not only deal with the specification and the price of

a machinery, but also other stages such as design, manufacture, installation, in-service support, decommission and disposal. Among these stages, the design stage is when buyer's requirements are translated into technically correct specification.

Reference: CIPS study guide page 131

LO 3, AC 3.2

NEW QUESTION # 99

Category buyer Raheem has been tasked with receiving innovative bids from coaching and development service providers. How can he achieve this? Select TWO that apply.

- A. Apply standards within the specification
- **B. Use an outcome-based specification**
- C. Use a conformance-based specification
- D. Invite a small group of suppliers
- **E. Apply early supplier involvement**

Answer: B,E

Explanation:

Detailed Explanation:

* A (Early supplier involvement): Engaging suppliers early fosters innovation by leveraging their expertise in developing solutions.

* D (Outcome-based specification): Focusing on outcomes rather than rigid inputs encourages creative and flexible proposals. Conformance specifications (C) restrict innovation, and standards (E) limit supplier flexibility. Reference: CIPS Level 4, Innovation in Procurement Specifications.

NEW QUESTION # 100

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