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CIPS Commercial Contracting Sample Questions (Q185-Q190):

NEW QUESTION # 185

A procurement manager is setting KPIs measurement for user satisfaction. He also wants to encourage users to share the reason

why they feel the way they do. Which of the following types of KPI should the procurement manager apply?

- A. Quantitative measure
- B. Numerical measure
- C. Binary measure
- **D. Qualitative assessment**

Answer: D

Explanation:

There are 3 types of KPI measure:

- Binary KPIs
- Quantitative KPIs (or numerical)
- Qualitative KPIs

User satisfaction is subjective, therefore, using qualitative assessment is the best answer.

Reference:

LO 2, AC 2.2

NEW QUESTION # 186

Which of the following is set down in statute as a liability that exists without any need to prove fault?

- A. Current liability
- B. Non-current liability
- C. Contingent liability
- **D. Strict liability**

Answer: D

Explanation:

- Strict liability, sometimes called absolute liability, is the legal responsibility for damages, or injury, even if the person found strictly liable was not at fault or negligent. Strict liability has been applied to certain activities in tort, such as holding an employer absolutely liable for the torts of her employees, but today it is most commonly associated with defectively manufactured products. In addition, for reasons of public policy, certain activities may be conducted only if the person conducting them is willing to insure others against the harm that results from the risks the activities create.

- Current liabilities are a company's short-term financial obligations that are due within one year or within a normal operating cycle.

- Non-current liabilities, also called long-term liabilities or long-term debts, are long-term financial obligations listed on a company's balance sheet

- Contingent liability is a potential liability that may occur, depending on the outcome of an uncertain future event.

Reference:

LO 3, AC 3.2

NEW QUESTION # 187

Which of the following should be done by procurement professionals right after obtaining a pre-written specification for a critical item so that the added value will be the greatest?

- A. Select the best supplier
- B. Issue invitation to tender or request for quotation
- **C. Challenge the used specification**
- D. Evaluate tender or quotation

Answer: C

Explanation:

A previously used specification must always be robustly challenged to see how well it fits the proposed circumstances. Aspects which appear not to fit should be analysed to understand why they were included in the sample specification and whether this changes the view on whether or not they should be omitted or changed.

Reference:

LO 2, AC 2.1

NEW QUESTION # 188

An example of a qualitative performance measure could be one that relates to opinions about the service quality of the supplier. Is this correct?

- A. Yes, this is often how satisfaction is measured
- B. No, this type of measure will relate to the number of incomplete deliveries
- C. Yes, this will relate to the actual number of complaints received
- D. No, this will relate to how much prices have increased by

Answer: A

Explanation:

Qualitative performance measures capture subjective or non-numerical aspects of service, such as customer satisfaction, perceptions, and opinions. These are often gathered through surveys or interviews. While quantitative data is crucial, qualitative insights can reveal hidden issues and improve relationship management.

Reference: CIPS L4M3 Commercial Contracting Study Guide, Chapter 4, Section 4.3.2 - Qualitative and quantitative performance measures.

NEW QUESTION # 189

What are disadvantages of a buyer contracting on the supplier's terms? Select TWO that apply.

- A. Prices may increase without notification to the buyer
- B. Title to goods may remain with the supplier until payment is received
- C. Materials will not be changed without the buyer's consent
- D. The buyer would not be subject to any indemnity clause obligations
- E. Goods received late will incur penalties for the supplier

Answer: A,B,C,E

Explanation:

Contracting on the supplier's terms can pose risks for the buyer. Common disadvantages include retention of title clauses (C), where the supplier retains ownership of goods until full payment is made. Also, suppliers may include clauses allowing them to raise prices without notification (E). These terms shift risk to the buyer and reduce predictability and control.

Reference:

CIPS L4M3 Commercial Contracting Study Guide, Chapter 3, Section 3.1.3 - Standard forms of contract and negotiating key terms.

NEW QUESTION # 190

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