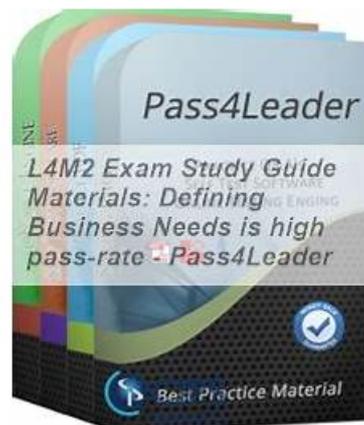


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CIPS Defining Business Needs Sample Questions (Q269-Q274):

NEW QUESTION # 269

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

- A. Support small local businesses
- B. Health and safety
- C. Managing waste
- D. Minimizing use of non-renewable resources
- E. Using recycled materials

Answer: A,B

Explanation:

The following are typical social criteria in procurement:

- * Reducing unemployment
- * Preventing the use of child labour
- * Preventing discrimination on the grounds of race, religion, disability, sex or sexual orientation
- * Encouraging good employment practice
- * Reducing local unemployment
- * Reducing social exclusion
- * Promoting training opportunities for the young or disadvantaged
- * Encouraging access to work for people with disabilities

NEW QUESTION # 270

Which competitive forces influence markets in our modern environment?

- A. Increased cost in supply and deliveries
- B. Production companies and relationships
- C. Bargaining strength of suppliers and buyers
- D. Manufacturing of goods and services

Answer: C

Explanation:

Detailed Explanation:

The bargaining strength of suppliers and buyers is a key factor influencing market competitiveness, as outlined in frameworks like Porter's Five Forces. These forces dictate pricing, supply availability, and value delivery. Reference: CIPS Level 4, Market Analysis and Competitive Forces.

NEW QUESTION # 271

GE has developed TurboProp engine that is made from over 850 metal parts. These parts are sourced from many suppliers. Value of spend on these parts make up 73% of total spend. Any delay in receiving a part will cause a bottleneck around the production of the engine. Which of the following should be the best course of action of GE's CPO?

- A. Part standardisation
- B. Increase production
- C. Reduce delivery cost
- D. Drive down prices by using market competition

Answer: A

Explanation:

In this scenario, the final product has vast range of parts. The second problem is lacking any part can cause disruption to the

production process. So GE has 2 things to do: to reduce the part varieties, and secure the supply. Part standardisation is the best option here. It can simplify the range of parts or materials used, and simultaneously, it expands the supply base of GE. If a supplier fails to deliver the part, the company always has other options to replace.

Costs are also a concern, but bottleneck in production imposes a serious risk to the organisation. Driving down costs using market competition cannot be a foremost priority.

Increasing production may help to reduce bottleneck. However, it will also increase the inventory of finished products and unnecessary upkeep costs.

LO 3, AC 3.4

NEW QUESTION # 272

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

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

Answer: A,D

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 re-minder 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 # 273

A company has a lists of items that make up 15% of total spend. These items also do not largely impact on quality of final product. The supply continuity is secured. Which of the following will be the most appropriate managing approach to purchase these items?

- A. Drive down cost based on market competition
- B. Simplify procurement process
- C. Build partnership with suppliers
- D. Enhance supply continuity

Answer: B

Explanation:

Those items make up small portion of spend and the supply risk is low. So it is tactical item according to Kraljic portfolio matrix. Procurement should bundle these items into larger contracts, simplify procurement process.

LO 2, AC 2.1

NEW QUESTION # 274

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