

試験L4M2資格認証攻略 & 一生懸命にL4M2試験対策 | 効果的なL4M2日本語版と英語版



BONUS! ! ! Tech4Exam L4M2ダンプの一部を無料でダウンロード: <https://drive.google.com/open?id=1VrIJ8UKecuN20qcdxjhYp-GI4JBWx4F7>

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L4M2試験対策 & L4M2日本語版と英語版

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CIPS Defining Business Needs 認定 L4M2 試験問題 (Q69-Q74):

質問 #69

The procurement team of an IT hardware manufacturer has been set a target by senior management to reduce the rates paid to the sole supplier of a new and innovative power-saving battery. Which action should the procurement team first consider?

- A. Dual or multiple sourcing
- B. Agreeing rebate thresholds
- C. Offering economies of scale
- D. Offering a framework agreement

正解: A

解説:

Detailed Explanation:

Dual or multiple sourcing introduces competition, reducing the sole supplier's bargaining power and leading to cost reductions.

Framework agreements (A) or economies of scale (D) may not address the immediate need to reduce rates. Reference: CIPS Level 4, Sourcing Strategies.

質問 #70

According to Porter's value chain, which of the following activities is categorised as support activity?

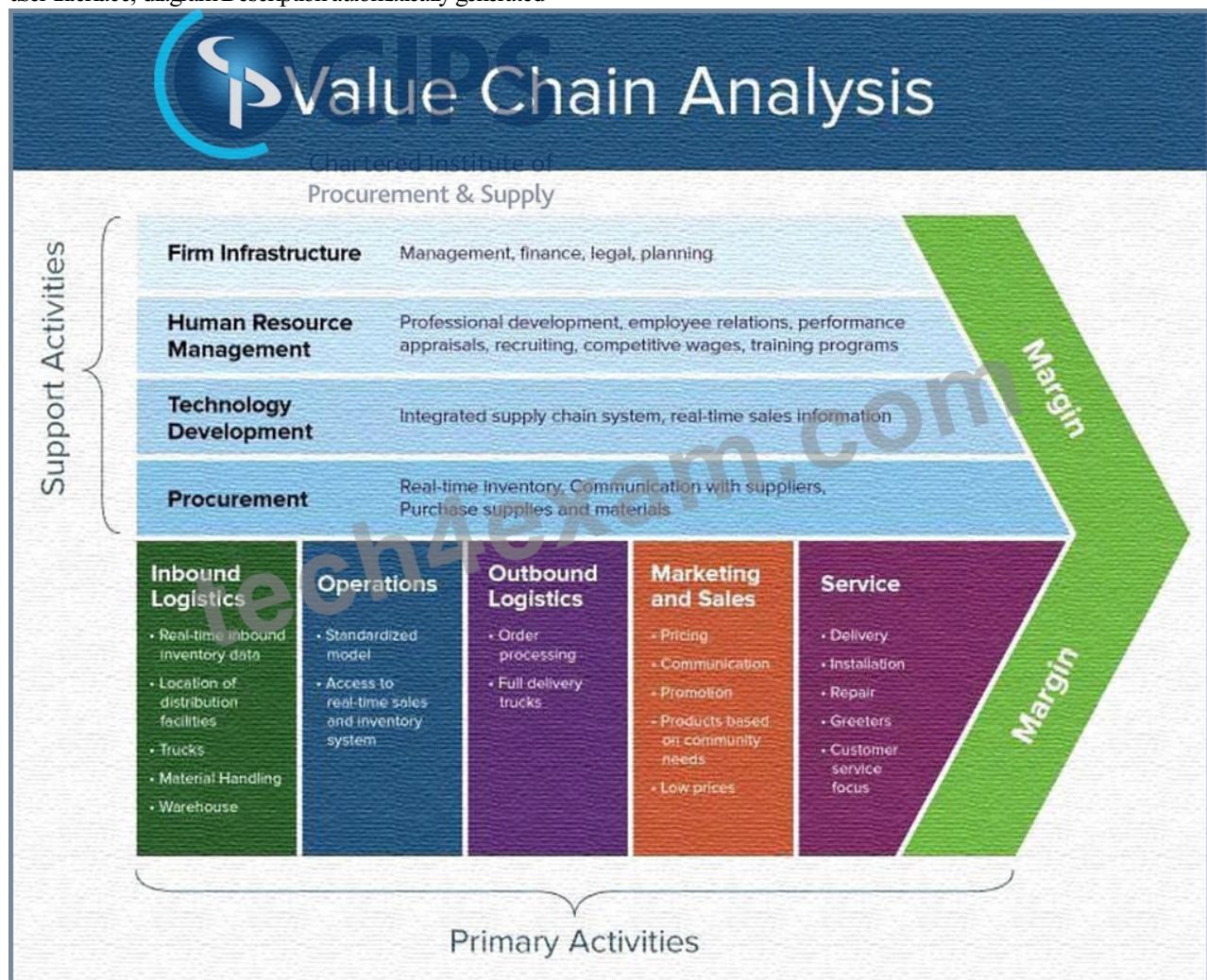
- A. Distribution of products from factory to retailer
- B. Storage of raw materials
- C. Develop digital SRM technology to manage suppliers better**
- D. Supervising the production line
- E. Product warranties and special services

正解: C

解説:

Primary activities consist of inbound logistics, operations, outbound logistics, sales & marketing, service.

Second activities consist of firm infrastructure, human resource management, technology development and procurement Graphical user interface, diagram Description automatically generated



Support activities (also known as secondary activities) include Firm infrastructure, Human resource management, Technology development and Procurement. Developing digital SRM technology to manage suppliers better is Technology development.
LO 1, AC 1.2

質問 #71

Sabic is a petrochemical manufacturer. It wants to digitalise its operation and is looking for new IT system

The procurement manager approaches this matter with a through-life specification. He supposes that stating

"good quality" in the specification will be enough for quality standard section. Is the procurement manager's thought appropriate?

- A. No, because "good quality" is an in-house jargon that suppliers are not familiar with
- B. Yes, because the specification should be concise.
- C. Yes, because IT sector has its own standard of quality, therefore, suppliers may deliver good quality without any further explanation
- D. No, because "good quality" is very ambiguous for suppliers to identify Sabic's requirement

正解: D

解説:

Specifications for through-life contracts must be clear. They should use precise technical language and avoid any ambiguity as much as possible. In most cases, 'good quality' is ambiguous. The contractor doesn't know exactly which product the buying organisation needs and how to supply that product.

Other notices for description of requirement are:

- Short and simple description
- Clear definitions at the beginning of the documents
- Clarify abbreviations (if any), but abbreviations should be avoided as much as possible
- Avoid any 'slang'
- Use imperative forms of language whenever possible.

LO 3, AC 3.2

質問 # 72

Warwickshire Ambulance Service (WAS) is an NHS Trust. It operates throughout Warwickshire and the neighbouring areas. It has three core areas of activity, namely the provision of Emergency Ambulance Services, routine Patient Transport Services, and Logistic Medical Services. The agency is working towards higher service level through benchmarking. Which of the following is the benefit of benchmarking to WAS?

- A. It helps WAS identify better ways to deliver service through a cookbook process
- B. Benchmarking is a panacea for all WAS's problems
- C. It will help WAS analyse the competitors in the industry
- D. It will help WAS create performance standards derived from an analysis of the best in business

正解: D

解説:

Benchmarking is 'the pursuit by organisations of enhanced performance by learning from the successful practices of others.'

Benchmarking is a continuous activity; key internal processes are adjusted, performance is monitored, new comparisons are made with the current best performers and further changes are explored. Where information about these key processes is obtained through a co-operative partnership with specific organisations (rather than via a third party such as an independently-maintained database), there is an expectation of mutual benefit over a period of time.

Successful benchmarking will help you . . .

- find who does the process best and close the gap.
- recognize the leading organizations in a process or activity.
- create performance standards derived from an analysis of the best in business.
- ensure that comparisons are relevant.
- measure your performance, your processes, and your strategies against best in business.
- measure business processes.
- assess performance over time.



accelerate continuous process improvements (CPI).

establish more credible goals for CPI.

- establish actionable objectives.

- establish customer expectations of business standards set by the best suppliers in industry.

- help your organization achieve breakthrough improvements.

- create a sense of urgency for change.

- increase customer satisfaction.

- become direction setting.

- provide a positive, proactive, structured process.



Chartered Institute of
Procurement & Supply

The Department of the Navy Benchmarking Handbook: A Systems View

Reference:

- The Department of Navy Benchmarking Handbook: A system view
- CIPS study guide page 49-51

LO 1, AC 1.3

質問 # 73

Which of the following specific markets engage in creation, liquidation and change of ownership of stock?

- A. Manufacturing
- B. Construction

- C. Retail
- D. Financial
- E. Agriculture

正解: D

解説:

According to Investopedia, the financial services sector provides financial services to people and corporations. This segment of the economy is made up of a variety of financial firms including banks, investment houses, lenders, finance companies, real estate brokers, and insurance companies. As noted above, the financial services industry is probably the most important sector of the economy, leading the world in terms of earnings and equity market capitalization. Large conglomerates dominate this sector, but it also includes a diverse range of smaller companies.

According to the finance and development department of the International Monetary Fund (IMF), financial services are the processes by which consumers or businesses acquire financial goods. For example, a payment system provider offers a financial service when it accepts and transfers funds between payers and recipients.

This includes accounts settled through credit and debit cards, checks, and electronic funds transfers.

Companies in the financial services industry manage money. For instance, a financial advisor manages assets and offers advice on behalf of a client. The advisor does not directly provide investments or any other product, rather, they facilitate the movement of funds between savers and the issuers of securities and other instruments. This service is a temporary task rather than a tangible asset. Financial goods, on the other hand, are not tasks. They are things. A mortgage loan may seem like a service, but it's actually a product that lasts beyond the initial provision. Stocks, bonds, loans, commodity assets, real estate, and insurance policies are examples of financial goods.

質問 #74

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L4M2試験対策: <https://www.tech4exam.com/L4M2-pass-shiken.html>

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無料PDF L4M2資格認証攻略 & 資格試験のリーダー & よくできた L4M2: Defining Business Needs

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日本語版復習資料

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