

100% Pass Quiz 2026 CIPS - L4M2 - Defining Business Needs Test Score Report

L4M2

CIPS Diploma
Defining Business Needs



Additional Sample Questions For CIPS L4M2

Defining Business Needs

Diploma in Procurement and Supply

Additional 65 Sample Questions

Q1) What are the core objects of a private organisation and what model highlights the inter-relationship between each?

Q3) Why is governance very important when determining a business need?

Q6) Identify FIVE ethical issues that need to be considered when identifying a business need?

Q8) Produce a Porter's Five Force analysis of a market you are familiar with.

Q9) The Kano Model is used for what in a Procurement Structure:

- a) Quality assessments
- b) Value Engineering
- c) Personnel Development
- d) None of the above

Q10) When developing an understanding of the needs of a business, who should be consulted in relation to the development of a new logistics service - identify 5 stakeholders and populate the Mendelow matrix below?



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The Defining Business Needs (L4M2) is one of the popular exams of L4M2. It is designed for CIPS aspirants who want to earn the Defining Business Needs (L4M2) certification and validate their skills. The L4M2 test is not an easy exam to crack. It requires

dedication and a lot of hard work. You need to prepare well to clear the L4M2 test on the first attempt. One of the best ways to prepare successfully for the L4M2 examination in a short time is using real CIPS L4M2 Exam Dumps.

CIPS Defining Business Needs Sample Questions (Q189-Q194):

NEW QUESTION # 189

When preparing through-life specification, which of the following requirements should procurement team define besides the physical asset? Select TWO that apply.

- A. Available substitute
- B. Market analysis
- C. Objectives
- D. Customer service
- E. Logistics and installation

Answer: D,E

Explanation:

Through-life Management involves the life-cycle management of the products, services and activities required to deliver a fully integrated capability to the customer, while reducing the cost of ownership for the customer.

Diagram, table Description automatically generated

Source: Andrew Graves

With through-life management, buyer not only cares about the physical asset but also other factors like customer services and maintenance.

NEW QUESTION # 190

Which of the following always impact negatively on a company's cash flow? Select TWO that apply

- A. More inventory
- B. Customers agree to pay immediately
- C. Depreciation of fixed asset
- D. Increasing revenue
- E. Supplier shortens their payment period

Answer: A,E

Explanation:

To answer this question, candidates are required to remember the cash flow cycle and cost entries as well as the impact of their timing on a business.

Diagram Description automatically generated

Source: <https://cfoperspective.com/free-your-cash-trapped-in-the-cash-conversion-cycle/> Shorter payment term and more inventory are likely to have negative impact on the cash flow because the buyer has to pay sooner and greater.

"Customers agree to pay immediately" will increase the organisation's bank account sooner.

Depreciation has no impact on cash flow as it is only listed in Profit and Loss statement.

Increasing revenue may have negative or positive impact on cash flow, depending on the real situation.

Reference: CIPS study guide page 54

LO 1, AC 1.4

NEW QUESTION # 191

Which of the following specific markets is most likely to have product shortage by nature?

- A. Financial
- B. Agriculture
- C. Services
- D. Construction
- E. Retail

Answer: B

Explanation:

Products used in agriculture can be subject to shortage due to natural disasters.

NEW QUESTION # 192

Which of the following always impact negatively on a company's cash flow? Select TWO that apply

- A. More inventory
- B. Customers agree to pay immediately
- C. Depreciation of fixed asset
- D. Increasing revenue
- E. Supplier shortens their payment period

Answer: A,E

Explanation:

To answer this question, candidates are required to remember the cash flow cycle and cost entries as well as the impact of their timing on a business.

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Reference:

LO 1, AC 1.4

NEW QUESTION # 193

Dana is an automobile manufacturer. It has a new electrification strategy that aims at making eco-friendly electric pick-up trucks. To implement this strategy, the procurement department must source new categories of parts that make motors, sensors, solenoids and stators. He starts to analyse the market by identifying specific supply market segments for those parts and finding suppliers who have the best capabilities in those segment. He intends to segment the market based on specific features of the products. Which variable is used by Dana procurement manager to shape and manage supply market?

- A. Geographical segments
- B. Channel segments
- C. Buyer segments
- D. Product segments

Answer: D

Explanation:

In sales and marketing, market segmentation is the process of trying to understand clusters of customers in terms of their buying behavior and their buying characteristics. There are some traditional segmentation approaches: geography, demography, types of industry and the benefits. Then there are newer segmentation approaches: behavioral, situational, and psychographic.

Procurement professionals can learn market segmentation from sales and marketing. Segmenting the market can help them to shape and manage the supply market effectively. According to Michael Porter, a market can be segment with array of products and buyers.

Text Description automatically generated

Source: Porter, Michael E.. Competitive Advantage: Creating and Sustaining Superior Performance (p. 234).

Free Press. Kindle Edition.

In the scenario, the products that Dana needs to source is distinct in their features. The best way is to segment the market by product varieties.

Reference: CIPS study guide page 65

LO 2, AC 2.1

NEW QUESTION # 194

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