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CIPS L4M2 Exam is a three-hour written exam that consists of six questions. The questions are designed to test the candidate's understanding of the key concepts covered in the module. L4M2 exam is open book, which means that candidates are allowed to bring their textbooks and notes into the exam room. However, the use of electronic devices such as laptops and tablets is not allowed.

CIPS Defining Business Needs Sample Questions (Q91-Q96):

NEW QUESTION # 91

What would provide the best method to ensure a car manufacturer can make adjustments to vehicle production to meet future market demands, such as the inclusion of an additional battery to make a hybrid model?

- A. Investment in innovation to predict future trends
- **B. Investment in versatile robotics to meet changing demand**
- C. Adequate labour contracts in place to meet changing demand
- D. Correct product specification in place to allow variations

Answer: B

NEW QUESTION # 92

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

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

Answer: A,B

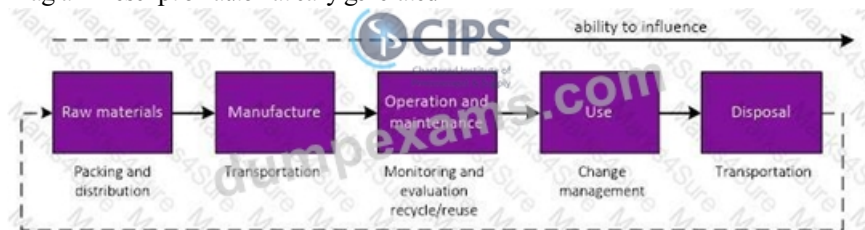
Explanation:

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:

Diagram Description automatically generated



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.

Graphical user interface, text, application, email Description automatically generated Source: Buying for Victoria Reference: CIPS study guide page 137-139 LO 3, AC 3.2

NEW QUESTION # 93

A company is analysing its existing product's components and aims at reducing costs without damaging customer value proposition. They want to check which components are critical and which are unnecessary. Which of the following should be adopted by the company?

- A. Under specification
- **B. Value analysis**
- C. Variety reduction
- D. Value engineering

Answer: B

Explanation:

In marketing, a customer value proposition (CVP) consists of the sum total of benefits which a vendor promises a customer will receive in return for the customer's associated payment (or other value-transfer).

Value analysis is concerned with existing products. It involves a current product being analysed and evaluated by a team, to reduce costs, improve product function or both. Value Analysis exercises use a plan which step-by-step, methodically evaluates the product in a range of areas. These include costs, function, alternative components and design aspects such as ease of manufacture and assembly.

Value engineering is concerned with new products. It is applied during product development. The focus is on reducing costs,

improving function or both, by way of teamwork-based product evaluation and analysis. This takes place before any capital is invested in tooling, plant or equipment.

In this scenario, the company's objective is cost reduction, then value analysis or value engineering is more likely to be applied. The products are existing, so value analysis is the best option.

LO 3, AC 3.4

NEW QUESTION # 94

Which of these purchases by a furniture manufacturing company are direct costs to the company? Select TWO that apply.

- A. Wages paid to the production line employees
- B. Salary of the office accountant
- C. Advertising in a home interiors magazine
- D. Purchase of the wood for furniture production
- E. Utility bill from the electricity provider

Answer: A,D

NEW QUESTION # 95

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

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

Answer: C

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:

LO 3, AC 3.2

NEW QUESTION # 96

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