

Free PDF 2026 L4M3: CIPS Commercial Contracting–High Pass-Rate Reliable Exam Practice

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Explanation:		
ISO has about 22,000 international standards covering a vast range of aspects of product or service quality. Below are some of the most common ISO standards:		
<ul style="list-style-type: none">- ISO 9001: Quality management system- ISO 27001: Information security management- ISO 5001: Energy management- ISO 14001: Environmental management		
Reference:		
<ul style="list-style-type: none">- ISO 14001:2015 Environmental management systems - Requirements with guidance for use- CIPS study guide page 86		
LO 2, AC 2.1		

NEW QUESTION 34

According to rule of contract formation, which of the following is a valid acceptance?

- A. The person orally agrees to pay the offered price
- B. The person asks for a lower price
- C. The person says that she will think about it overnight
- D. The person states that she is able to pay the offered price

Answer: A

Explanation:

Once a valid acceptance takes place, a binding contract is formed. It is therefore important to know what constitutes a valid acceptance in order to establish if the parties are bound by the agreement. There are three main rules relating to acceptance:

1. The acceptance must be communicated to the offeree.
2. The terms of the acceptance must exactly match the terms of the offer.
3. The agreement must be certain.

Among the answers:

"The person says that she will think about it overnight" does not match the terms of the offer. The offeree does not assure that she will accept the offer.

"The person asks for a lower price": This is a counter-offer.

"The person states that she is able to pay the offered price" is not certain. The offeree merely provides information on her financial ability.

Reference:

- Contractual agreement - offer and acceptance
- CIPS study guide page 33-35

LO 1, AC 1.2

NEW QUESTION 35

Transformers & Rectifiers Ltd wanted to buy some specialist gaskets. They sent a request for quotation with specification to Needs Ltd. The supplier replied with a quotation in which had its own terms and conditions. The buyer edited delivery terms on the quotation and sent the document back to Needs Ltd. Gaskets were delivered to Transformers' premise with an invoice from Needs Ltd. Which of the following is most likely to be the governing terms if the two companies must settle the dispute at court?

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CIPS Commercial Contracting Sample Questions (Q214-Q219):

NEW QUESTION # 214

What is an example of the legal term an 'Invitation to treat'?

- A. A formal agreed contract between two or more parties
- B. An invitation to another person to make an offer to contract
- C. An invitation to work in partnership with another supplier
- D. A response to a quotation from a supplier

Answer: B

Explanation:

An invitation to treat is a legal concept that refers to an indication that a party is open to receiving offers, but it is not an offer in itself. Common examples include advertisements, display of goods in shops, or issuing a tender. It invites others to make offers, which may or may not be accepted.

Reference:CIPS L4M3 Commercial Contracting Study Guide, Chapter 1, Section 1.2.1 - The formation of a contract including offer, acceptance and invitation to treat.

NEW QUESTION # 215

Key performance indicators (KPIs) are used to measure supplier performance. Which of the following are KPIs that may be used? Select THREE that apply.

- A. Cost management
- B. Quality conformance
- C. Style of negotiation
- D. Contract standardisation
- E. Timeliness of delivery
- F. Employee attendance

Answer: A,B,E

Explanation:

KPIs should measure critical areas of supplier performance. Cost management, quality conformance, and timely delivery are all essential, quantifiable metrics used to track efficiency and contract compliance.

Employee attendance and negotiation style are not standard KPIs.

Reference:CIPS L4M3 Commercial Contracting Study Guide, Chapter 4, Section 4.3.1 - Selecting and applying KPIs in performance management.

NEW QUESTION # 216

Esther Francis has recently changed job from a supply role at Shine Cleaning Services (SCS) to a purchasing role at Southern Commercial Property (SCP).

Esther requires industry technical input to develop a cleaning services requirements specification for her new employer. Esther Francis wants to include her former employer SCS, in a market engagement exercise to inform the specification. Which of the following would be the most appropriate way to deal with the conflict of interest?

- A. Conduct the market engagement with SCS off the record
- B. Ask a colleague to conduct the market engagement with SCS
- C. Declare the potential conflict of interest to a senior manager of SCS
- D. **Conduct market engagement with several capable suppliers, including SCS**

Answer: D

Explanation:

The best practice for managing a potential conflict of interest is:

- * To ensure transparency,
- * To treat all capable suppliers fairly,
- * To avoid preferential treatment.

Therefore, Esther should include SCS among several capable suppliers in a structured market engagement process (D). This avoids favouritism, provides a broad market view, and maintains ethical standards.

Options like "off the record" or only declaring to SCS miss the key requirement: fair and open treatment of multiple suppliers.

Reference: CIPS L4M3 Commercial Contracting - Ethics, conflicts of interest and fair treatment of suppliers.

NEW QUESTION # 217

A service contract is going to be expired, which data source is good to create specifications for ITT?

1. Incumbent supplier
2. Maintenance services
3. Alternative supplier
4. User's knowledge

- A. 1, 2 and 4
- B. 2, 3 and 4
- C. **1, 3 and 4**
- D. 1, 2 and 3

Answer: C

Explanation:

There are a number of shortcuts that can be taken when drafting the specification. These include the following:

- The use of brand names
- The use of recognised standards
- The use of samples
- Information and knowledge from users/other buyers: Drafting a specification should naturally include those already used within the organisation itself, but also variants used by other companies in the same sector and other companies in different sectors
- Information from suppliers: suppliers will always be willing to assist in specification development, as this is one way in which they can seek to influence the design to favour their own products.

Reference:

LO 2, AC 2.1

NEW QUESTION # 218

Tony Campbell, a West Logistics Ltd (WLL) procurement manager, is working on a specification for a data storage solution. The current version of an Information Security Management standard (ISO 27001) has been identified as a suitable standard for potential suppliers to be certified to. What is the advantage to WLL of stipulating this type of standard within a product specification?

- A. It removes the requirement for quality management measures
- B. It allows the buying organisation to set the pricing for its products
- C. **It allows all suppliers to understand the common criteria that is required**
- D. It ensures the suppliers control spending and pass the savings on

Answer: C

Explanation:

Referencing recognised international standards like ISO 27001 in specifications ensures that all potential suppliers understand and meet a uniform set of expectations regarding data security. This not only promotes consistency but also reduces the burden on the buyer to evaluate varied, incompatible approaches.

Reference:

CIPS L4M3 Commercial Contracting Study Guide, Chapter 2, Section 2.1.3 - Use of international and industry standards in specifications.

NEW QUESTION # 219

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