

高效的CIPS L4M3信息資訊是行業領先材料&最佳的 L4M3: CIPS Commercial Contracting



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有了目標就要勇敢的去實現。每一個選擇IT行業的人應該都不會只是安於現狀那樣簡單點的生活，現在各行各業的競爭壓力可想而知，IT行業也不例外，所以你們要是有了目標就要勇敢的去實現，其中通過 CIPS的L4M3考試認證也是一次不小的競爭方式之一，通過了此考試，那麼你的IT生涯將會大展宏圖，會有一幅不一樣的藍圖等著你去勾勒，而我們Testpdf網站可以提供你真實準確的培訓資料，幫助你通過考試獲得認證，從而實現你的藍圖理想。

每個人都有自己的人生規劃，選擇不同得到的就不同，所以說選擇很重要。Testpdf CIPS的L4M3考試認證培訓資料是幫助每個IT人士實現自己人生宏偉目標的最好的方式方法，它包括了試題及答案，並且和真實的考試題目不相上下，真的是所謂稱得上是最好的別無二選的培訓資料。

>> L4M3信息資訊 <<

L4M3證照考試，L4M3題庫

多考一些證照對於年輕人來說不是件壞事，是加薪升遷的法寶。對於參加 L4M3 考試的年輕人而言，不需要擔心 CIPS 證照沒有辦法過關，只要找到最新的 CIPS L4M3 考題，就是 L4M3 考試順利過關的最佳方式。該考題包括 PDF格式和模擬考試測試版本兩種，全面覆蓋 CIPS L4M3 考試範圍的所有領域。

CIPS L4M3（CIPS商業合同）考試是一項全球認可的認證，證明了個人在商業合同方面的熟練程度。這個考試是

為採購專業人士設計的，他們代表自己的組織進行商業合同的談判和起草。CIPS L4M3考試涵蓋與商業合同有關的各種主題，包括合同形成，合同談判，合同法和合同管理。

最新的 CIPS Certifications L4M3 免費考試真題 (Q108-Q113):

問題 #108

Which of the following is most likely to reduce ITT preparation time while maintaining the clarity of tendering documents?

- A. Eliminating pre-qualification stage from all tendering processes
- **B. Standardising documentation whenever possible**
- C. Monitoring usage
- D. Using request for quotation

答案: B

解題說明:

One of the major disadvantages of tendering process is that it is lengthy, bureaucratic and slow. To reduce the preparation time, buying organisation can:

- Plan forward
- Standardise tendering documents (such as notices, terms and conditions,...) whenever possible
- Train procurement staff
- Write down policies for tender-waiver

Buying organisation should not eliminate the pre-qualification stage from all tendering processes. This stage is used as a filter to select the most competent suppliers for next stage in restricted tendering. To save time in this process, you can design a model questionnaire.

Reference:

LO 1, AC 1.1

問題 #109

Which of the following is the best definition of consideration in contract law?

- A. The act of thinking carefully about one thing
- B. Formal discussion between people who are trying to reach an agreement
- C. Full statement about something to provide
- **D. One thing given in exchange**

答案: D

解題說明:

A simple definition of consideration is as follows - an exchange between the parties which results in a benefit to one party, and a detriment to the other. The case of Currie v Misa (1874) LR 10 Ex 153 provides an apt description of this:

"A valuable consideration, in the sense of the law, may consist either in some right, interest, profit, or benefit accruing to the one party, or some forbearance, detriment, loss, or responsibility, given, suffered, or undertaken by the other." A practical example of this can be found by examining a simple contract. Party A offers £500 to Party B, who in exchange will fit his car with a new engine. Party A receives the benefit of his car being fixed, whilst Party B incurs the detriment of having to take time, effort, and perhaps expenses to fix the car.

Reference:

- Consideration & Promissory Estoppel
- CIPS study guide page 36-40

LO 1, AC 1.2

問題 #110

Which of the following are examples of incentives which can be embedded in contract terms? Select THREE that apply

- **A. Contract extensions**
- **B. Gainshare**
- **C. Faster payment**
- D. Liquidated damages
- E. Service credits

- F. Indemnity

答案： A,B,C

解題說明：

Gainsharing is a system of management used by a business to increase profitability by motivating suppliers to improve their performance. As their performance meets the targets, suppliers share financially in the gain (improvement). Gainshare is an incentive for cost control.

Other incentives for good performance are:

- Contract extensions: Buyer can extend the contract duration as an incentive to supplier for meeting their targets.
- Accelerated payments

Reference:

LO 3, AC 3.3

問題 #111

Company A buys a lorry from Company B on hire purchase. During the contractual period, Company A makes default in paying the instalment. Company B has...?

- A. The option to repossess the lorry
- **B. The right to take repossession of the lorry**
- C. Company B has to approach the court
- D. No right to take repossession

答案： B

解題說明：

Hire purchase is an arrangement for buying expensive consumer goods, where the buyer makes an initial down payment and pays the balance plus interest in installments. Ownership is not transferred until the end of the agreement, hire purchase plans offer more protection to the vendor than other sales or leasing methods for unsecured items. That's because the items can be repossessed more easily should the buyer be unable to keep up with the repayments.

The answer is that Company B has the right to take repossession of the lorry.

Reference:

- Hire Purchase Agreements
- CIPS study guide page 70

LO 1, AC 1.3

問題 #112

Prior to circulating the service specification to a tendering supplier, it is good practice for the purchasing organisation to request completion of a non-disclosure agreement. Is this statement correct?

- **A. Yes, because the non-disclosure agreement protects intellectual property**
- B. No, because the non-disclosure agreement only applies after contracting
- C. Yes, because the non-disclosure agreement encourages transparent bidding
- D. No, because the non-disclosure agreement has no legal standing

答案： A

解題說明：

Non-disclosure agreements (NDAs) are legally binding documents that protect confidential and proprietary information, including intellectual property, during pre-contractual discussions. NDAs ensure that sensitive data shared during early engagement or tender development is not misused.

Reference:CIPS L4M3 Commercial Contracting Study Guide, Chapter 3, Section 3.2.1 - Confidentiality agreements and intellectual property protection.

問題 #113

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