

L4M2 exam dumps



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The Defining Business Needs module is an important component of the Level 4 Diploma in Procurement and Supply. This module provides professionals with the skills and knowledge needed to effectively identify and analyze business needs. The module is relevant for professionals who are responsible for procurement and supply chain activities within their organizations, as well as those who are interested in pursuing a career in procurement and supply chain management.

The Chartered Institute of Procurement and Supply (CIPS) is a leading professional body for procurement and supply chain professionals worldwide. CIPS offers a range of certification programs that cater to the diverse needs of procurement and supply chain professionals. One such program is the CIPS Level 4 Diploma in Procurement and Supply. Defining Business Needs certification comprises eight modules that cover the core competencies required for professionals working in procurement and supply chain management. The second module of this diploma program is Defining Business Needs, also known as L4M2.

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CIPS L4M2 Certification Exam is a crucial step for professionals who want to advance their careers in the field of business analysis. L4M2 exam is designed to test the candidate's knowledge and understanding of the process of defining business needs. It aims to assess their ability to identify the requirements of stakeholders, analyze business processes, and recommend solutions to meet the needs of the organization.

CIPS Defining Business Needs Sample Questions (Q70-Q75):

NEW QUESTION # 70

When devising a business case for purchasing a new copier, Maria analyses its whole-life costs as following:

Though cost generating activities are identified, she has not categorised the costs. What is the total value of copier's end of life costs?

- A. \$300
- **B. \$150**
- C. \$75
- D. \$450

Answer: B

Explanation:

Life cycle costing is a key asset management tool that takes into account the whole of life implications of planning, acquiring, operating, maintaining and disposing of an asset.

The process is an evaluation method that considers all ownership and management costs. These include;

- Concept and definition;
- Design and development;
- Manufacturing and installation;
- Maintenance;
- Support services; and
- Retirement, remediation and disposal costs.

End of life costs often comprise of decommissioning, removing and disposal costs. In the copier scenario, the end of life costs equal to removal cost, which is \$150.

Reference:

- Life Cycle Cost Guidelines (dlgsc.wa.gov.au)
- CIPS study guide page 36-40

LO 1, AC 1.2

NEW QUESTION # 71

To improve the productivity, Plantation Ltd is planning to purchase a tractor, which it has never bought before. The project must be quick to catch up with the next growing season. Leanne, a junior procurement staff at the company, assumes that she could skip market analysis stage to save time. Is this assumption reasonable?

- **A. No, market analysis will inform the company of the pricing as well as latest technology trends**
- B. No, the company assesses supplier's performance solely based on market analysis
- C. Yes, the company has extensive experience in purchasing tractor
- D. Yes, Leanne just needs to purchase the tractor from her friend's company

Answer: A

Explanation:

Market analysis is a stage in CIPS Procurement and Supply Cycle. This stage informs the purchaser about the number of suppliers, the average pricing, and product trends. Even urgent purchase should undergo market analysis. Without undertaking this stage, the buying organisation may not purchase the right product, or they may purchase at higher price.

Reference:

LO 2, AC 2.1

NEW QUESTION # 72

Which of the following are considered as direct costs in a construction company? Select TWO options

- A. Clerical assistants who maintain the office
- **B. Raw materials**
- **C. An employee is hired to work on a project, either exclusively or for an assigned number of hours**
- D. Advertising and marketing communication
- E. The materials and supplies needed for the company's day-to-day operations.

Answer: B,C

Explanation:

Direct costs are directly associated with the production of a good or service. In this question, 'An employee is hired to work on a

project, either exclusively or for an assigned number of hours' and 'Raw materials' are directly related to producing the product. Indirect costs are the general costs of the organisation - these costs cannot easily be attributed to specific products or services (also known as overheads). 'The materials and supplies needed for the company's day-to-day operations' or 'Clerical assistants who maintain the office' or 'Advertising and marketing communication' is example of indirect cost.

Reference:

LO 1, AC 1.2

NEW QUESTION # 73

When procuring a machinery, at which stage buyer must check whether it is working to the stand-ards set out in the design specification?

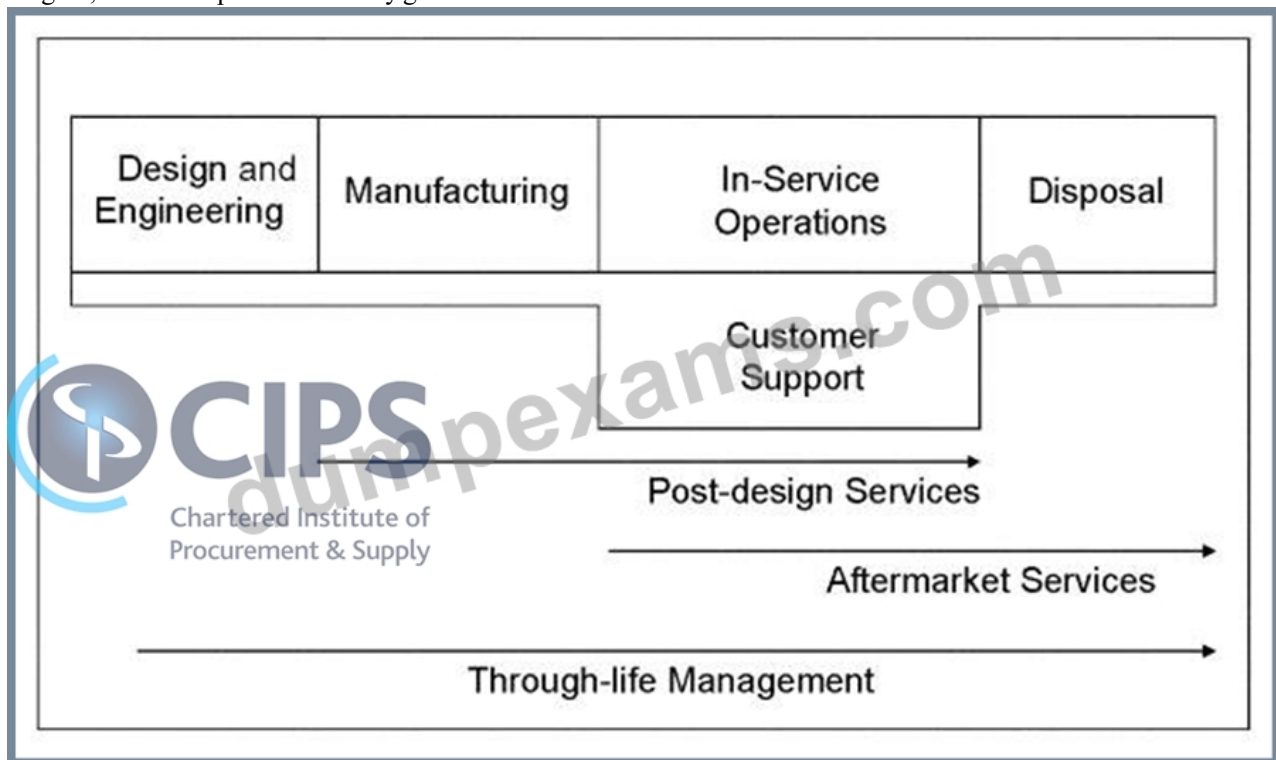
- A. Manufacture
- B. Maintenance and repair activities
- **C. Installation**
- D. Customer support

Answer: C

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

The installation stage occurs in In-Service Operations. At this stage, the machinery is shipped and installed on the buyer's premises and check to ensure that it is working to the standards set out in the design specification.

NEW QUESTION # 74

Department for Transport (DfT) needs to buy new locomotives to expand the capacity of trains fleet. In 2009, they were criticized for beginning the procurement "without any clear idea of how many trains would be needed, which routes they would run on and what form of power would be required". What should procurement manager of DfT do first to manage risk in making the specification?

- **A. Identify the possible risks**
- B. Monitor the potential risks
- C. Assess the potential risks

- D. Implement mitigating actions

Answer: A

Explanation:

There are 4 steps to risk managing process:

Step 1: Identify hazards

Step 2: Assess the risk

Once a risk has been identified, a risk assessment should be conducted.

You should carry out a risk assessment for any manual tasks identified as being hazardous, unless the risk is well known and you know how to control it. A risk assessment can help you determine, which postures, movements and forces of the task pose a risk, where during the task they pose a risk, why they are occurring and what needs to be fixed.

Step 3: Control the risk

The ways of controlling risks are ranked from the highest level of protection and reliability to the lowest, which is known as the hierarchy of control. You must always aim to eliminate the hazard, which is the most effective control.

Step 4: Review risk control

Control measures that have been implemented must be reviewed, and, if necessary, revised to make sure they work as planned and to maintain a work environment that is without risks to health and safety.

Source: WorkCover Queensland

Reference:

LO 3, AC 3.3

NEW QUESTION # 75

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