

# CIPS certification L4M2 best exam questions and answers

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## CIPS L4M2

Re-buy - correct answer It is not necessary to specify a new specification or to source the market. Call-off or framework agreement. A preferred supplier is in place

Modified Buy - correct answer Review of existing contract requirements and making any necessary amendments such as to build additional benefits, streamline the business or to establish new KPIs/SLAs. Where some of the specification or requirements have changed.

New Buy - correct answer A new purchase outlines requirements that have not been specified before. There is a higher risk involved in procuring a new purchase, demand/supplier/market analysis should be conducted, and new specific KPIs should be included in the specification.

Business Needs - correct answer The mission of the organisation determines its requirements and therefore what procurement needs to source.

R - regulatory (any legal requirements)

A - availability (supply of goods/services when required, risk, financial and capacity)

Q - quality (consistency, repeatability, and fit for purpose)

S - service requirements (flexibility, support, availability)

C - cost (target costs, total cost of ownership, continuous improvement)

I - innovation (improving customer experience) - correct answer A model that can be used to identify business needs.

Kraljic Matrix - correct answer A matrix that allows procurement to prioritise spend in line with business needs.

Leverage - Kraljic Matrix - correct answer Business needs met by using purchasing department buying power to gain the best price and terms e.g. competitive tendering.

Example of Leverage item (Kraljic Matrix) - correct answer Company cars or mobile phones.

P.S. Free 2026 CIPS L4M2 dumps are available on Google Drive shared by Dumpkiller: [https://drive.google.com/open?id=1IDhvWnqcKqP\\_nwp3uSynLm7yZJXaH2Rm](https://drive.google.com/open?id=1IDhvWnqcKqP_nwp3uSynLm7yZJXaH2Rm)

We will free provide you part of the exercises of CIPS Certification L4M2 Exam on the Internet to let you try to test our product's quality. After your trail you will find Dumpkiller's exercises is the most comprehensive one and is what you want to.

The Defining Business Needs unit is assessed through an exam that consists of multiple-choice questions. L4M2 exam assesses learners' ability to apply the knowledge and skills learned in the unit to real-life scenarios. L4M2 exam is designed to test learners' critical thinking abilities and their ability to identify and evaluate business needs. Successful completion of the exam is a key step towards achieving the Level 4 Diploma in Procurement and Supply, which is a globally recognized qualification for procurement and supply chain professionals.

CIPS L4M2 Certification Exam is ideal for professionals who are involved in business analysis, procurement, and supply chain management. L4M2 exam covers a range of topics, including stakeholder management, business needs assessment, requirements gathering, and solution development. Candidates who successfully complete the exam will be able to identify and analyze business needs, develop business cases, and provide solutions that meet the needs of stakeholders.

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## L4M2 Test Tutorials | Exam L4M2 Study Solutions

We can conclude this post with the fact that to clear the Defining Business Needs (L4M2) certification exam, you need to be prepared before, study well, and practice. You cannot rely on your luck to score well in the L4M2 exam. You have to prepare with Dumpkiller real CIPS L4M2 Exam Questions to clear the L4M2 test in one go. You will also receive up to 365 days of free updates and L4M2 dumps pdf demos. Purchase the Defining Business Needs (L4M2) practice tests today and get these amazing offers.

The Chartered Institute of Procurement and Supply (CIPS) Level 4 Management Module 2 (L4M2) certification exam is designed to test the ability of professionals to identify and define business needs. L4M2 exam is ideal for procurement and supply chain professionals who want to improve their skills and knowledge in identifying the needs of their organizations. CIPS L4M2 is a globally recognized qualification that demonstrates an individual's competence and expertise in analyzing business requirements.

### CIPS Defining Business Needs Sample Questions (Q258-Q263):

#### NEW QUESTION # 258

Which of the following events would increase the number of suppliers in a particular market?

- A. Requirement for all companies to have 10,000 or more employees
- B. De-regulation of a previously government-run industry
- C. High and increasing levels of investment required to enter the market
- D. Introduction of minimum wage regulations

**Answer: B**

Explanation:

Detailed Explanation:

De-regulation removes barriers to entry, encouraging new suppliers to enter the market. Other factors, like high investment or stringent requirements, limit supplier participation. Reference: CIPS Level 4, Market Entry and Supply Chain Factors.

#### NEW QUESTION # 259

Which of the following are main focuses of ISO 27001:2013 standard?

1. Confidentiality
2. Logistics
3. Process
4. Life cycle

- A. 2 and 3 only
- B. 2 and 4 only
- C. 1 and 3 only
- D. 3 and 4 only

**Answer: C**

Explanation:

This International Standard (ISO 27001:2013) has been prepared to provide requirements for establishing, implementing, maintaining and continually improving an information security management system. The adoption of an information security management system is a strategic decision for an organization. The establishment and implementation of an organization's information security management system is influenced by the organization's needs and objectives, security requirements, the organizational processes used and the size and structure of the organization. All of these influencing factors are expected to change over time.

The information security management system preserves the confidentiality, integrity and availability of information by applying a risk management process and gives confidence to interested parties that risks are adequately managed.

It is important that the information security management system is part of and integrated with the organization's processes and overall management structure and that information security is considered in the design of processes, information systems, and controls. It is expected that an information security management system implementation will be scaled in accordance with the needs of the organization.

This International Standard can be used by internal and external parties to assess the organization's ability to meet the organization's own information security requirements.

The order in which requirements are presented in this International Standard does not reflect their importance or imply the order in which they are to be implemented. The list items are enumerated for reference purpose only.

ISO/IEC 27000 describes the overview and the vocabulary of information security management systems, referencing the information

security management system family of standards (including ISO/IEC 27003[2], ISO/IEC 27004[3] and ISO/IEC 27005[4]), with related terms and definitions.

Reference:

- ISO/IEC 27001:2013 Information technology - Security techniques - Information security management systems - Requirements  
LO 3, AC 3.1

#### NEW QUESTION # 260

Apple's CPO is planning a budget for purchasing carbon-free aluminium next year. There are 27.4 tonnes of aluminum in stock, while Apple will need 200 tonnes for production next year and double inventory for production in the following year. How much aluminum will Apple need to purchase in next year?

- A. 227.4 tonnes
- B. 172.6 tonnes
- C. 282.2 tonnes
- D. 117.8 tonnes

**Answer: A**

Explanation:

The quantity of aluminium Apple needs to buy is calculated as follows:

Quantity needed for production + the inventory needed at the end of the year - inventory at start of the year  
That formula is quantified as:  $200 + 54.8 - 27.4 = 227.4$  Reference: CIPS study guide page 103 LO 2, AC 2.3

#### NEW QUESTION # 261

The procurement team of a global supermarket has created a business case for a corporate social responsibility (CSR) sourcing strategy to meet the corporate objective of sustainability. This would require sourcing only from suppliers who meet ethical standards, a reduction in plastic, and using recycled material where possible. Which of the following business benefits would be mentioned in the business case? Select TWO that apply:

- A. Fulfilment of a business objective
- B. Reduced cost
- C. Improved brand equity
- D. Leverage of technology
- E. Increased capacity

**Answer: A,C**

Explanation:

Detailed Explanation:

\* A (Fulfilment of business objective): Aligning procurement practices with sustainability goals supports the overall corporate strategy.

\* D (Improved brand equity): Sustainable practices enhance reputation and consumer trust. Other options, like increased capacity or reduced costs, are secondary or unrelated to CSR initiatives.

Reference: CIPS Level 4, CSR and Sustainability.

#### NEW QUESTION # 262

A supplier of software has received a request to quote for a product. The software supplier considers that the buying organisation making the request provides relatively little benefit or alignment to their own strategy. Which one of the following options describes how the supplier might react to the buyer?

- A. The supplier will attempt to foster a strategic relationship with the buyer
- B. The supplier will provide the buyer with attractive additional software support benefits
- C. The supplier will seek to offer the lowest price possible
- D. The supplier will seek to exploit the situation and drive a high price

**Answer: D**

Explanation:

