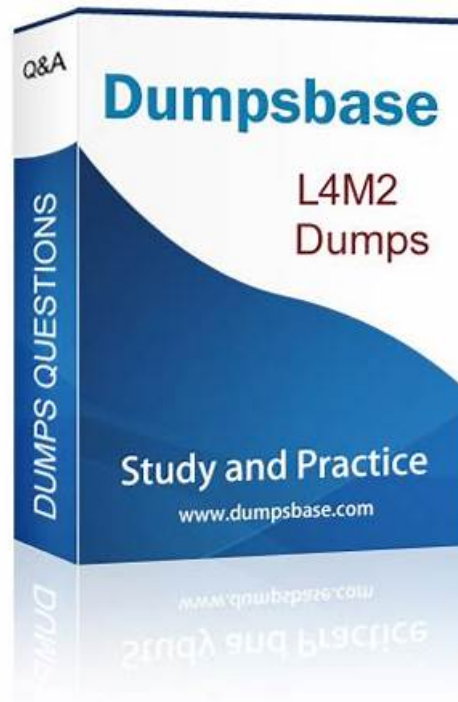


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CIPS Defining Business Needs Sample Questions (Q70-Q75):

NEW QUESTION # 70

Aldar Properties is a property developer in UAE. In last month, it spent \$2,160 for 10 tons of steel. In this month, it had planned 10% increment in budget for steel comparing to last month. But the number of orders boosted and total spend on steel reached \$1,992.1 while Aldar has imported 11 tons. What is the main cost driver of steel budget?

- A. Inflation
- **B. Price variance**
- C. Quantity variance
- D. Both price and quantity variances

Answer: B

Explanation:

In this question, you have to calculate price variance and quantity variance.

Last month, 1 tonne of steel costed \$216. This month, the price decreases to \$181.1. Price variance = $(P1 - P2)$

*Q2 = $(\$216 - \$181.1) * 11 = \$383.9$

Quantity variance = $(Q1 - Q2) * P1 = -\$216$

Price variance is greater than quantity variance, therefore, price variance is the main cost driver.

LO 1, AC 1.4

NEW QUESTION # 71

Raw materials used in the production of a saleable product are classed as ...

- A. Overheads
- **B. Direct costs**
- C. Indirect costs
- D. Fixed costs

Answer: B

NEW QUESTION # 72

Sabic is a petrochemical manufacturer. It wants to digitalise its operation and is looking for new IT system

The procurement manager approaches this matter with a through-life specification. He supposes that stating

"good quality" in the specification will be enough for quality standard section. Is the procurement manager's thought appropriate?

- A. Yes, because IT sector has its own standard of quality, therefore, suppliers may deliver good quality without any further explanation
- **B. No, because "good quality" is very ambiguous for suppliers to identify Sabic's re-quirement**
- C. No, because "good quality" is an in-house jargon that suppliers are not familiar with
- D. Yes, because the specification should be concise.

Answer: B

Explanation:

Specifications for through-life contracts must be clear. They should use precise technical language and avoid any ambiguity as much as possible. In most cases, 'good quality' is ambiguous. The contractor doesn't know exactly which product the buying organisation needs and how to supply that product.

Other notices for description of requirement are:

- Short and simply description
- Clear definitions at the beginning of the documents
- Clarify abbreviations (if any), but abbreviations should be avoided as much as possible
- Avoid any 'slang'
- Use imperative forms of language whenever possible.

LO 3, AC 3.2

NEW QUESTION # 73

A procurement organisation is keen to encourage innovation available within the supply market in the execution of an upcoming significant contract opportunity. A team member suggests that the specification should define the performance indicators so that supplier's solution can be checked against them. Which of the following will enable the organisation to achieve this goal?

- A. Using an outcome focused specification
- B. Applying a precise performance framework
- C. Using an output focused specification
- D. Establishing transparent selection criteria

Answer: C

Explanation:

The buying organisation is keen to encourage innovation so they should use the outcome or output based specification. In an outcome-based specification, umbrella statements like 'good quality', 'ambient temperature', 'convenient way' are often used. This may confuse the suppliers, and it's hard to check the solution that supplier offers. On the other hand, output-based specifications often include measurable requirements. For example, a specification for air conditioning system states that the system should maintain the room temperature at 19-24 degrees Celsius. Therefore, output specification is more appropriate in this case.

Reference:

LO 3, AC 3.1

NEW QUESTION # 74

At which stage of product life cycle, price competition between sellers will be the most intense?

- A. Decline stage
- B. Growth stage
- C. Introductory stage
- D. Maturity stage

Answer: A

Explanation:

The term product life cycle refers to the length of time a product is introduced to consumers into the market until it's removed from the shelves. The life cycle of a product is broken into four stages-introduction, growth, maturity, and decline.

Source: <https://blueoceanoutsourcing.co.ke/the-product-life-cycle-concept/> At maturity stage, price competition sets in as more and more supply capacity has been added by new entrants, then the competition will be the most intense.

Reference:

LO 2, AC 2.2

NEW QUESTION # 75

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