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CIPS Defining Business Needs Sample Questions (Q144-Q149):

NEW QUESTION # 144

Lider Ltd is a leading bathroom furniture manufacturer in India.

a. The company has more than 30 years experience in the market with extended knowledge of engineering and customers' taste. Lider is planning to launch a new type of bath fitting next year which offers Bluetooth connectivity and thermostat display. The company gathers a team of multi-disciplines, including engineering, procurement, sales and marketing. At the first team meeting, the project leader tells the team to discuss which functions will be valued by the customers, and how to deliver those functions with the lowest costs possible. Which of the following describes the process that the project team is undertaking?

- A. Just in time
- **B. Value engineering**
- C. Cost analysis
- D. Standardisation

Answer: B

Explanation:

From the scenario, you can see that the project team is developing a new product. They start with analysing the functions, and the costs of delivering those functions. This is a typical process of value engineering. You may read more on value engineering from the reference paper.

Reference:

- CIPS study guide page 171-173
- Value Analysis - Norwood Whittle (cimaglobal.com)
- A CASE STUDY ANALYSIS THROUGH THE IMPLEMENTATION OF VALUE ENGINEERING (researchgate.net) LO 3, AC 3.4

NEW QUESTION # 145

An IT department has tasked procurement to help produce a conformance specification for new company laptops. Which factor is common within a conformance specification?

- A. Tends to be short and specific
- B. Meets the operational requirements
- **C. Meets the specification standard**
- D. Allows flexibility in the offering

Answer: C

Explanation:

Detailed Explanation:

Conformance specifications outline specific technical standards or requirements that a product must meet.

These ensure uniformity and compliance but do not allow flexibility for suppliers to innovate. Reference:

CIPS Level 4, Specification Standards.

NEW QUESTION # 146

Which of the following are typical environmental considerations throughout the contract life cycle? Select the TWO that apply.

- **A. Waste management**
- B. Modern slavery
- **C. Pollution control**
- D. Inequality
- E. Health and safety

Answer: A,C

Explanation:

All procurement has some level of impact on the environment that needs to be minimised to ensure sustainable procurement

practices.

The greatest opportunity to influence environmental outcomes is by selecting products and services with the least ongoing environmental impacts, such as use of water, electricity and fuel, waste/disposal management, and impact on human health over the life of the product or service.

Lifecycle stages that impact on the environment:

Diagram Description automatically generated

Most goods and services will have an element of environment impact in a number of areas. The five main impact areas are listed in the following table.

Graphical user interface, text, application, email Description automatically generated

Source: Buying for Victoria

NEW QUESTION # 147

XYZ Ltd is a large supermarket chain which operates mainly in the UK and Europe. Their customers are increasingly concerned about sustainability. Therefore, procurement manager is required to source the products from suppliers who have good environmental performance. Which of the following can be an assurance that the supplier has procedures and policies to enhance its environmental performance?

- A. ISO 9001:2015 certificate
- B. ISO 14001:2015 certificate
- C. ISO 22716:2007 certificate
- D. ISO 13485:2016 certificate

Answer: B

Explanation:

ISO 9001:2015 specifies requirements for a quality management system

ISO 14001:2015 specifies the requirements for an environmental management system that an organization can use to enhance its environmental performance. ISO 14001:2015 is intended for use by an organization seeking to manage its environmental responsibilities in a systematic manner that contributes to the environmental pillar of sustainability.

ISO 22716:2007 gives guidelines for the production, control, storage and shipment of cosmetic products.

These guidelines cover the quality aspects of the product, but as a whole do not cover safety aspects for the personnel engaged in the plant, nor do they cover aspects of protection of the environment.

ISO 13485:2016 specifies requirements for a quality management system where an organization needs to demonstrate its ability to provide medical devices and related services that consistently meet customer and applicable regulatory requirements.

NEW QUESTION # 148

One of the disadvantages of using standards in specification is that...

- A. Standards don't allow the buyers to add health and safety requirements into the specification
- B. Standards tend to be rigid and they often don't encourage innovation
- C. Standards lengthen the time to produce a specification
- D. Standards tend to be inaccurate and ambiguous, causing confusion among suppliers

Answer: B

Explanation:

Using standards in specification is very convenient. They reduce the time and effort to produce. They tend to be very accurate with correct technical terminologies. They are well recognised and accepted by a wide range of suppliers and buyers. However, since a standard is very specific, complex and lengthy, it requires a lot of time to be drafted and approved. Therefore, standard tends to be static and don't encourage innovation. It may also not accommodate latest technology and trends.

Reference:

LO 3, AC 3.1

NEW QUESTION # 149

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