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CIPS Operations Management Sample Questions (Q38-Q43):

NEW QUESTION # 38

Which of the following do you need to know in order to work out the gross profit margin of an item? Select TWO

- A. net profit
- B. revenue

- C. sales volume
- D. costs of goods sold

Answer: B,D

Explanation:

The formula for working out gross profit is (revenue - cost of goods sold) divided by revenue. Therefore 2 and 3 are correct. It's unlikely you will have to do any mathematical calculations in this exam, but if you do they'll be super easy and there is a calculator inbuilt into the system you can use. There's a couple of different cost formulas on p.78 but these will be familiar to you already from Level 4.

NEW QUESTION # 39

Blue Slipper Ltd is a multi-national organisation that produces a variety of cosmetic products. A team has been put together to create a strategy for the Marketing Department in order to increase sales and thus profitability. What level of strategy is being created?

- A. corporate level strategy
- B. operational level strategy
- C. business level strategy
- D. functional level strategy

Answer: D

Explanation:

The correct answer is functional level strategy as Marketing is a function within the business. P.32 discusses the three levels of strategy: corporate (whole organisation), business level (divided by business unit such as lipsticks, mascara etc) and function (divided by department such as marketing, operations and HR). The last option is made up.

NEW QUESTION # 40

There are four manufacturing companies located on Seashell Industrial Estate. Each company creates a different product and employs a different maintenance approach to its operations. For each company, select the corresponding maintenance approach and the key operating process characteristic.

Company 1: This company creates craft beer and offers customers a tour of the brewery for a small charge. The brewing equipment is serviced monthly and the brewery is kept extremely clean. All equipment is labelled with the last service date.

Company 2: This company produces seasonal items such as Easter Eggs and Christmas Cake. The equipment has a control panel where lights will flash red advising staff to check oil levels and components. Staff can then report issues to the maintenance team if remedial work is required. Product demand fluctuates throughout the year.

Company 3: This equipment does not often break down and is only fixed when it is reported by staff as no longer working.

Company 3 creates toys, providing a large range of product sizes and colours based on different customer requirements.

Company 4: Parts of the machine are serviced quarterly but in general, the machine is left to run its course and is then replaced when it is no longer financially viable to fix. The company produces cereal and the operating process is focused on the quantity produced and therefore uses standardised processes.

Complete the table below by listing the maintenance approach and operating process characteristic for each company. Each response should only be used once: preventative maintenance, run to breakdown maintenance, condition-based maintenance, mixed maintenance, volume, visibility, variation, variety

Which of the following will you put into box 1?

- A. run-to-breakdown maintenance
- B. preventative maintenance
- C. condition-based maintenance
- D. mixed maintenance

Answer: B

Explanation:

The correct answers are as follows:

NEW QUESTION # 41

Below are details of 4 local manufacturing companies. For each company you must decide what the main objective is for the organisation and what layout their manufacturing plant has.

Company 1: This company creates large, delicate products which are hard to move. The main aim of the company is to stand out from competitors due to the superior level of materials used and by using the latest forms of technology to create the items.

Company 2: This company produces 72 different items and has designated zones within its premises for the creation of each item. The zones are organised based on the technology used and some products may be passed between different zones to be completed. The company creates many different items in response to changing customer demands, with many product lines only lasting a single season.

Company 3: Company 3 creates one product which flows along a single production line, with staff members adding to the product on four different occasions. The company must produce a high volume of this singular product in order to break even. Therefore, there is always a steady flow of items through the plant and it is important there is no stoppage in production.

Company 4: This company produces small batches of products, as and when they are ordered by customers. Due to uncertainty in demand, a high profit margin is added to the cost of each item. Teams in the factory are grouped into different areas depending on the technological process they are using.

Complete the table below by listing the objective criteria and plant layout for each company. Each response should only be used once: flexibility, speed, quality, cost, functional layout, cell layout, product layout, fixed-position layout

□ Which of the following will you put into box 5?

- A. functional layout
- B. **fixed-position layout**
- C. cell layout
- D. product layout

Answer: B

Explanation:

The correct answers are as follows:

□

NEW QUESTION # 42

A manufacturing company makes taps which they advertise with a guarantee of durability for 10 years. At which point in time would you expect most defects to be found?

- A. **Within the first year**
- B. between 1-2 years
- C. between 5-6 years
- D. between 2-5 years

Answer: A

Explanation:

The correct answer is within the first year. Failure rates is depicted as a 'bathtub' curve- most defects are found right at the beginning of an item's lifespan, and right at the end. This is why option 1 is correct. See p.94 for more details.

NEW QUESTION # 43

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