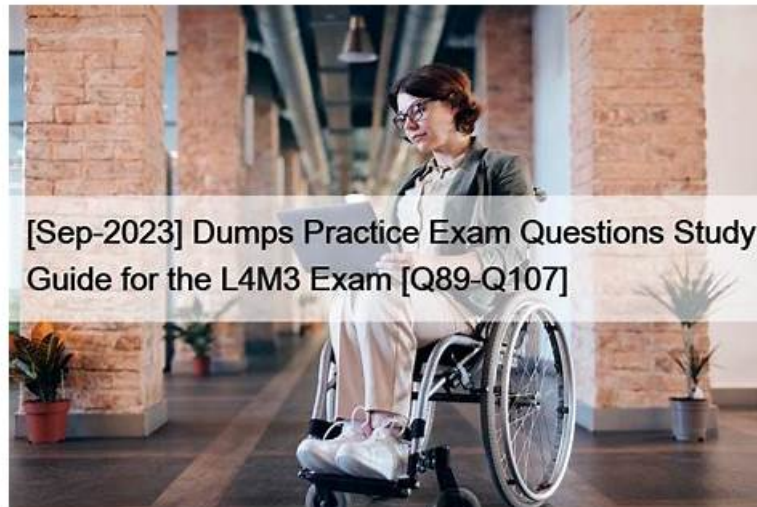


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CIPS Commercial Contracting Sample Questions (Q43-Q48):

NEW QUESTION # 43

Which of the following key performance indicators are most likely to use numerical data as the main source of information?

The critical evaluation of project deliverables

The subjective responses of a satisfaction survey regarding a service

The instances of late deliveries within a given month

The occurrence of accidents and near misses in a year

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

Answer: B

Explanation:

KPIs that involve actual counts or quantifiable incidents are considered quantitative and use numerical data.

"Late deliveries" and "accidents or near misses" are measured in numbers, making them suitable for numerical performance tracking.

The other options relate more to qualitative analysis or subjective feedback.

Reference: CIPS L4M3 Commercial Contracting Study Guide, Chapter 4, Section 4.3.2 - Quantitative KPIs and performance data.

NEW QUESTION # 44

Company A based in Canada signed a commercial contract with Company B in Egypt. Both countries are Contracting States to Vienna Convention on Contracts for the International Sale of Goods. The contract states that "The validity, interpretation, construction and performance of this Agreement shall be governed by the laws of Canada". Which of the following set of rules will be applied if dispute between contracting parties occurs?

- A. WTO rules
- **B. Canada's legal system**
- C. CISG
- D. Egypt's legal system

Answer: B

Explanation:

Where the sale of goods is between two businesses in different Contracting States, then it is international and the CISG rules of law automatically apply unless they have been excluded. A contract clause stating that the contract is subject to the legal systems and courts of a particular country overrides or excludes the CISG rules, since the local rules of that country would apply instead.

So the answer should be Canada's legal system.

Reference: CIPS study guide page 49-52

LO 1, AC 1.2

NEW QUESTION # 45

The pricing arrangement in which markup is added into cost base to calculate the final price is known as...?

- **A. Cost plus pricing**
- B. Price indices
- C. Fixed Price approach
- D. Market based approach

Answer: A

Explanation:

The market approach is a method of determining the value of an asset based on the selling price of similar assets.

A fixed-price strategy means you set a price and keep it constant for an extended period of time.

Cost-plus pricing is also known as markup pricing. It's a pricing method where a fixed percentage is added on top of the cost to produce a price index (PI) is a measure of how prices change over a period of time, or in other words, it is a way to measure inflation. There are multiple methods on how to calculate inflation (or deflation).

Reference: CIPS study guide page 176-179

LO 3, AC 3.3

NEW QUESTION # 46

The pricing arrangement in which markup is added into cost base to calculate the final price is known as...?

- **A. Cost plus pricing**
- B. Price indices
- C. Fixed Price approach
- D. Market based approach

Answer: A

Explanation:

The market approach is a method of determining the value of an asset based on the selling price of similar assets.

A fixed-price strategy means you set a price and keep it constant for an extended period of time.

Cost-plus pricing is also known as markup pricing. It's a pricing method where a fixed percentage is added on top of the cost to produce a price index (PI) is a measure of how prices change over a period of time, or in other words, it is a way to measure inflation. There are multiple methods on how to calculate inflation (or deflation).

Reference:

LO 3, AC 3.3

NEW QUESTION # 47

Maximum Score: 1

When a company has decided to outsource part of its operation, the contract will need to include a number of key contract terms to minimise risk. Which of the following should be included?

- * A confidentiality clause designed to protect either party
- * A clause stating how long the service is to be outsourced
- * A clause stating how long the employees can take for holiday
- * A contract variation and price adjustment clause

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

Answer: A

Explanation:

Risk-minimising contract terms for outsourcing typically include:

- * Confidentiality (1) - protects sensitive information.
- * Variation and price adjustment (4) - allows controlled changes to scope and pricing over time.

Service duration is important but not itself a risk-control clause; employee holiday length is an HR detail, not a key risk term.

Correct answer: 1 and 4 only.

Reference: CIPS L4M3 Commercial Contracting - Key clauses in outsourcing contracts.

NEW QUESTION # 48

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