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CIPS Defining Business Needs Sample Questions (Q132-Q137):

NEW QUESTION # 132

A business case allows a company to:

- A. Agree a preferred supplier list for a project
- B. Approve final spend value for a capital project
- C. Approve a sourcing strategy and potential suppliers
- D. Assess the costs and benefits of the options available to them

Answer: D

Explanation:

Comprehensive and Detailed Explanation (paraphrased from CIPS L4M2 content) In CIPS L4M2, a business case is defined as the document or analysis that:

- * Sets out the need or problem,
- * Identifies and compares options (including "do nothing"),

- * Assesses the costs, benefits, risks and impacts of each option,
- * Provides a clear recommendation supported by evidence.

Its primary purpose is to provide decision-makers with a justification for investment or change, based on a structured evaluation.

Thus:

- * Option A - correctly describes the main purpose: assessing costs and benefits of options.
- * Options B, C and D - these are decisions or outputs that might be informed by a business case, but they are not what a business case "allows" by definition.
- * Approving sourcing strategies or supplier lists is normally part of procurement governance, influenced by the business case but not the same as it.
- * Approving final spend is a financial approval decision that follows from the business case evaluation.

Relevant CIPS L4M2 areas:

- * Structure and purpose of a business case
- * Option appraisal, costs, benefits and risk analysis
- * The role of the business case in justifying external sourcing

NEW QUESTION # 133

Alexander has identified that he wishes to use a performance-based specification for the purchase of a new HR staffing scheduling system. Was this the correct course of action?

- A. Yes, because a specific blueprint is necessary for functional requirements
- B. No, because technology is changing rapidly
- **C. Yes, because suppliers have greater technical knowledge than the buying organisation**
- D. No, because there are clear objective criteria for evaluating alternative solutions

Answer: C

NEW QUESTION # 134

The buyer's database is regarded as a primary data source. Which of the following is also a source of primary data?

- A. Financial and trade press, including journals published by professional bodies
- B. Published economic indices such as the retail price index (RPI)
- **C. Price lists collected from suppliers' representatives at trade fairs**
- D. Price listings on comparison websites and market exchanges

Answer: C

Explanation:

Comprehensive and Detailed Explanation (from CIPS L4M2: Market Management) Primary data = data collected first-hand by the buyer for a specific purpose.

Secondary data = data collected by others and reused (e.g. reports, indices).

- * A. Price lists collected directly from suppliers at trade fairs represent first-hand market data.
- * B, C, D are all secondary - they originate from external publications and existing datasets.

Hence, A is correct.

Relevant CIPS L4M2 Sections:

- * Sources of data for supply market analysis
- * Differences between primary and secondary data

NEW QUESTION # 135

A procurement manager includes provision on recovery from natural disaster into a through-life specification. Some suppliers suppose that provision is unnecessary. Is procurement manager's action justified?

- **A. Yes, because natural disaster may cause risks in organisation's supply chain**
- B. No, because with current technology, natural disaster can't disrupt supply chain.
- C. No, because this provision will incur unnecessary cost to supplier
- D. Yes, because the regulations require contract to have recovery provision

Answer: A

Explanation:

Risks like natural disasters - fire, flood, or weather-related event, and cyber-attacks can disrupt the supply chain seriously. Threats and disruptions mean a loss of revenue and higher costs, which leads to a drop in profitability. And businesses can't rely on insurance alone because it doesn't cover all the costs and the customers who move to the competition. Risks must be identified early and supplier should have a plan that ensures continuous operations during disasters.

There are several steps many companies must follow to develop a solid business continuity plan. They include:

- Business Impact Analysis: Here, the business will identify functions and related resources that are time-sensitive. (More on this below.)

- Recovery: In this portion, the business must identify and implement steps to recover critical business functions.

- Organization: A continuity team must be created. This team will devise a plan to manage the disruption.

- Training: The continuity team must be trained and tested. Members of the team should also complete exercises that go over the plan and strategies.

Reference:

LO 3, AC 3.2

NEW QUESTION # 136

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. Both price and quantity variances
- D. Quantity variance

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 # 137

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The competition in today's society is the competition of talents. Can you survive and be invincible in a highly competitive society? Can you gain a foothold in such a complex society? If your answer is "no", that is because your ability is not strong enough. Our L4M2 test braindumps can help you improve your abilities. Once you choose our learning materials, your dream that you have always been eager to get CIPS certification which can prove your abilities will realized. You will have more competitive advantages than others to find a job that is decent. We are convinced that our L4M2 Exam Questions can help you gain the desired social status and thus embrace success.

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