

# L4M3最新考證 - L4M3考試資訊



CIPS Level 4 – Diploma in Procurement and Supply

## Commercial Contracting [L4M3]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

L4M3 Sample Questions V5 Sept 2020

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>> L4M3最新考證 <<

## L4M3最新考證：CIPS Commercial Contracting考試—100%免費

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**最新的 CIPS Certifications L4M3 免費考試真題 (Q28-Q33):**

### 問題 #28

Which of the following will be included in a conformance specification?

1. Brand names
2. Description of the operating environments
3. Chemical formulae
4. Required safety level

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

答案: B

解題說明:

According to CIPS, there are two main types of specification:

- Conformance specification - is more output driven as it outlines the product details exactly which may include the material, dimensions, tolerances, source, ingredients, packaging, storage of the part or material.

- Performance specification - is more output driven in terms of what the part or material must achieve.

Among the four options, only 2. 'Description of the operating environments' and 3. 'Chemical formulae' are possible components of a conformance specification. Brand names can be a part of a performance specification, according to a document published by CIPS and NIGP.

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#### Element 1.2.2: Brand name descriptions

A brand name description is a title, term, symbol, design, or any combination thereof used to describe a product by a unique identifier and its producer. Performance specifications may use brand names to describe the desired output and quality levels of a commodity.

#### Element 1.2.2a: Advantages of brand name descriptions

- Allow for agency standardization (e.g., fleet standardization for purposes of training and maintenance)
- Meet the expectations of the end user by providing the exact commodity needed
- Reduce the time required to develop the specification

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Reference:

- CIPS study guide page 8-10
  - Knowledge Byte - Specification Development
  - Principles and Practices of Public Procurement: Specifications
- LO 1, AC 1.1

### 問題 #29

Which of the following documents are likely to have legal standing? Select TWO that apply:

- A. Requisition
- B. Estimate
- **C. Tender**
- **D. Quotation**
- E. Request for information

答案: C,D

解題說明:

A quotation and a tender are both firm offers which have legal standing to the offeror. Tenders are more detailed than quotations and will include quality aspects as well as prices.

LO 1, AC 1.1 & AC 1.2

### 問題 #30

A procurement manager is setting KPIs measurement for user satisfaction. He also wants to encourage users to share the reason why they feel the way they do. Which of the following types of KPI should the procurement manager apply?

- **A. Qualitative assessment**
- B. Quantitative measure
- C. Numerical measure
- D. Binary measure

答案： A

解題說明：

There are 3 types of KPI measure:

- Binary KPIs
- Quantitative KPIs (or numerical)
- Qualitative KPIs

User satisfaction is subjective, therefore, using qualitative assessment is the best answer.

Reference:

LO 2, AC 2.2

### 問題 #31

Maximum Score: 1

A service contract for cleaning is due for expiry after a five year duration. Which of the following are good sources of data to create a specification for the new invitation to tender?

- \* Incumbent supplier
- \* Maintenance services
- \* Alternative suppliers
- \* Management information

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

答案： D

解題說明：

To write a strong, realistic specification for a renewal cleaning contract, good data sources include:

\* Incumbent supplier (1): They can provide information on what has actually been delivered, issues experienced, and practical requirements.

\* Alternative suppliers (3): Market engagement with other providers helps identify innovation, better methods, and realistic performance standards.

\* Management information (4): Internal data (volumes, complaints, quality reports, site usage) shows what the organisation truly needs.

"Maintenance services" (2) are not inherently a good source for defining cleaning services requirements, so the best combination is 1, 3 and 4 only.

Reference: CIPS L4M3 Commercial Contracting - Developing specifications using management information, incumbent feedback, and market engagement.

### 問題 #32

A purchase order can become a contract between supplier and purchaser if it is...?

- **A. Accepted by the supplier**
- B. Received by the supplier
- C. Issued by the buyer
- D. Edited by the supplier

答案： A



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