

L4M3 Prüfungsfragen, L4M3 Fragen und Antworten, CIPS Commercial Contracting

CIPS L4M3

CIPS Commercial Contracting

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Explanation:
ISO has about 22,000 international standards covering a vast range of aspects of product or service quality. Below are some of the most common ISO standards:

- ISO 9001: Quality management system
- ISO 27001: Information security management
- ISO 5001: Energy management
- ISO 14001: Environmental management

Reference:
- ISO 14001:2015 Environmental management systems - Requirements with guidance for use
- CIPS study guide page 86
LO 2, AC 2.1

NEW QUESTION 34
According to rule of contract formation, which of the following is a valid acceptance?

- A. The person orally agrees to pay the offered price
- B. The person asks for a lower price
- C. The person says that she will think about it overnight
- D. The person states that she is able to pay the offered price

Answer: A

Explanation:
Once a valid acceptance takes place, a binding contract is formed. It is therefore important to know what constitutes a valid acceptance in order to establish if the parties are bound by the agreement. There are three main rules relating to acceptance:

1. The acceptance must be communicated to the offeree.
2. The terms of the acceptance must exactly match the terms of the offer.
3. The agreement must be certain.

Among the answers:
"The person says that she will think about it overnight" does not match the terms of the offer. The offeree does not assure that she will accept the offer.
"The person asks for a lower price": This is a counter-offer.
"The person states that she is able to pay the offered price" is not certain. The offeree merely provides information on her financial ability.

Reference:
- Contractual agreement - offer and acceptance
- CIPS study guide page 33-35
LO 1, AC 1.2

NEW QUESTION 35
Transformers & Rectifiers Ltd wanted to buy some specialist gaskets. They sent a request for quotation with specification to Needs Ltd. The supplier replied with a quotation in which had its own terms and conditions. The buyer edited delivery terms on the quotation and sent the document back to Needs Ltd. Gaskets were delivered to Transformers' premise with an invoice from Needs Ltd. Which of the following is most likely to be the governing terms if the two companies must settle the dispute at court?

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Die CIPS L4M3 (CIPS Commercial Contracting) Prüfung ist eine weltweit anerkannte Zertifizierung, die die Kompetenz einer Person im Bereich des kommerziellen Vertragswesens nachweist. Diese Prüfung ist für Beschaffungsprofis konzipiert, die bei der Verhandlung und Erstellung von kommerziellen Verträgen im Namen ihrer Organisation beteiligt sind. Die CIPS L4M3 Prüfung umfasst eine Vielzahl von Themen im Zusammenhang mit dem kommerziellen Vertragswesen, einschließlich Vertragsbildung,

Hilfsreiche Prüfungsunterlagen verwirklicht Ihren Wunsch nach der Zertifikat der CIPS Commercial Contracting

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CIPS Commercial Contracting L4M3 Prüfungsfragen mit Lösungen (Q173-Q178):

173. Frage

Maximum Score 1

Denny is putting together the final version of a contract to send out to a supplier. He places certain documentation into additional contract schedules at the end of the main contract.

Which of the following would be suitable inclusions to the additional schedules? Select TWO that apply.

- A. Financial statements
- **B. Health and safety commitments**
- C. Suppliers references
- D. A blank RFQ form
- **E. Non-disclosure agreement**

Antwort: B,E

Begründung:

Contract schedules (or appendices) are part of the legally binding agreement and usually contain supporting or detailed information that complements the main clauses - for example, policies, commitments, and technical details.

* Health and safety commitments (B): These are operational requirements that demonstrate compliance with legislation and are typically annexed as schedules.

* Non-disclosure agreement (D): Confidentiality obligations or NDAs are often attached as schedules or referenced documents.

Financial statements, supplier references, and blank RFQ forms are pre-contract due diligence or sourcing documents and do not form part of the contract schedules.

Reference: CIPS L4M3 Commercial Contracting - "Structure and content of contracts: Schedules and supporting documents."

174. Frage

Which of the following best defines an 'express' term in general contract arrangements?

- A. It is a standard set of terms and conditions published by CIPS
- **B. It is clearly agreed between the parties, and is virtually always written down in the contract**
- C. It is the term that is added to the contract by the law or based upon the facts of the case.
- D. It is not necessarily discussed by the parties, but nonetheless forms part of the contract

Antwort: B

Begründung:

Express terms are the terms of the agreement which are expressly agreed between the parties. Ideally, they will be written down in a

contract between the parties but where the contract is agreed verbally, they will be the terms discussed and agreed between the parties.

Implied terms are terms implied into the contract by the courts. They are not expressly set out in the contract but are taken to be as effective as if they were and as if they had been included from day one of the contract. The express terms and any implied terms together create the legally binding obligations on the parties.

Reference:

- Contracts: Express and Implied Terms

- CIPS study guide 126-132

LO 3, AC 3.1

175. Frage

Royal Naval Hospital at Rockstown, Anyport manages a fleet of nine ambulance vehicles. During busy periods, it becomes very difficult to keep track of the location of each ambulance (and the nature of their journey). Continual problems lead to the proposal for a new control system (ERNS).

For this ERNS project, the procurement department has drafted a specification in which only a bullet point list of basic requirements was written down. The procurement manager understands that the specification should be developed more specifically but a cross functional team from the Hospital could not do that. A senior buyer suggests that some of Hospital's pre-qualified suppliers could support them in developing the specification.

Which of the following should be a priority approach of procurement department in developing dialogue with those suppliers about specification development?

- A. Internal discussion
- **B. One-to-one meeting with the suppliers**
- C. Request for quotation from the suppliers
- D. General networking

Antwort: B

Begründung:

The procurement team has drafted basic requirements in the specification. They will need to develop it further and more specific. Developing market dialogue with supplier is a good solution. There are number of approaches which can be taken to engage with suppliers:

- General meetings: buyer meets supplier at a networking event (such as trade show) or social media. These discussions are unlikely to deliver very specific information.
- One-to-one meetings: This will be most likely to deliver direct input into specification development and supplier-specific product development information.
- Group visits
- Meet-the-buyer events
- Formal negotiations or competitive

The answer for this QUESTION should be One-to-one meeting.

Reference: CIPS study guide page 83-84

LO 2, AC 2.1

176. Frage

Which of the following should be applied when measuring frequency of on-time deliveries during a contract period?

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

Antwort: A

Begründung:

Number of on-time deliveries can be quantified, then numerical measures can be applied.

Frequency of on-time deliveries is measured as on-time deliveries as a percentage of total no. of deliveries for period.

LO 2, AC 2.2

While it is recognised that longer-term contracts have the potential to drive significant benefits for the organisation, a number of situations are more suited to making one-off purchases. Which of the below situations is likely to be more suited to a one-off purchase?

- Antwort: C**

One-off purchases are ideal for unique, non-recurring needs such as equipment for a special project. These purchases are typically not repeated, do not require long-term supplier relationships, and are handled separately from strategic or ongoing procurement activities.

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