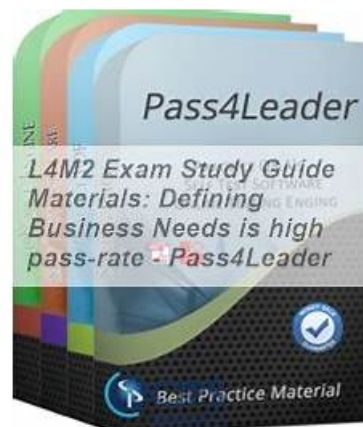


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CIPS Defining Business Needs Sample Questions (Q165-Q170):

NEW QUESTION # 165

ABC Ltd has enormous investment in facilities and machinery. It also employs skilled workforce. To be profitable, the company has to produce at massive quantity. Which sector does ABC Ltd belong to?

- A. Finance
- **B. Manufacturing**
- C. Retail
- D. Construction
- E. Agriculture

Answer: B

Explanation:

In the scenario, ABC Ltd has the following characteristics:

- Large investment in facilities and machinery
- Access to skilled workforce
- Mass production.

This company is a manufacturer. Manufacturing is an industry that makes products from raw materials by the use of manual labour or machinery and that is usually carried out systematically with a division of labour.

Manufacturing requires investment in machinery and access to a suitably skilled workforce as well as materials and components.

Reference:

- CIPS study guide page 74-76
- manufacturing | Definition, Types, & Facts | Britannica

LO 2, AC 2.1

NEW QUESTION # 166

Which of the following activities are considered as primary activities of an organization according to Porter's value chain? Select TWO that apply:

- A. Assembly design
- **B. Picking and delivery components**
- C. Sourcing transportation services
- D. Trainees recruitment
- **E. Maintenance**

Answer: B,E

Explanation:

Primary activities consist of inbound logistics, operations, outbound logistics, sales & marketing, service.

Second activities consist of firm infrastructure, human resource management, technology development and procurement

The following graph illustrates the value chain (Source: Smartsheet) Graphical user interface, diagram Description automatically generated

Picking and delivery components is inbound logistics.

Maintenance is an example of operations activity.

Sourcing transportation services is an activity of procurement

Assembly design is an activity in research and development (Technology) Recruiting is an activity of human resource management

Reference: CIPS study guide page 71 LO 2, AC 2.1

NEW QUESTION # 167

Warwickshire Ambulance Service (WAS) is an NHS Trust. It operates throughout Warwickshire and the neighbouring areas. It has three core areas of activity, namely the provision of Emergency Ambulance Services, routine Patient Transport Services, and Logistic Medical Services. The agency is working towards higher service level through benchmarking. Which of the following is the

benefit of benchmarking to WAS?

- A. It helps WAS identify better ways to deliver service through a cookbook process
- B. It will help WAS analyse the competitors in the industry
- **C. It will help WAS create performance standards derived from an analysis of the best in business**
- D. Benchmarking is a panacea for all WAS's problems

Answer: C

Explanation:

Benchmarking is 'the pursuit by organisations of enhanced performance by learning from the successful practices of others.

Benchmarking is a continuous activity; key internal processes are adjusted, performance is monitored, new comparisons are made with the current best performers and further changes are explored.

Where information about these key processes is obtained through a co-operative partnership with specific organisations (rather than via a third party such as an independently-maintained database), there is an expectation of mutual benefit over a period of time.

Text Description automatically generated

Graphical user interface, text, application, email Description automatically generated

Reference:

- The Department of Navy Benchmarking Handbook: A system view
- CIPS study guide page 49-51

LO 1, AC 1.3

NEW QUESTION # 168

Company A sells a product for \$100. The total unit variable costs are \$60. Fixed costs as in its account are \$20,000. How many products does the company have to sell to achieve break-even point?

- A. 0
- B. 1
- C. 2
- **D. 3**

Answer: D

Explanation:

Break even point = Fixed costs/(Price-variable cost). In this case, break even point = 20,000/(100-60) = 500

Reference:
LO 1, AC 1.2

NEW QUESTION # 169

A business case allows a company to:

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

Answer: B

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 # 170

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