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NEW QUESTION 32

In which of the following section of a specification, requirements for training to use the equipment will be set out?

- A. Implementation
- B. Issue reference
- C. Performance
- D. Consultation requirements

Answer: A

Explanation:

Implementation is a substantive requirement which covers the following areas:

- Will there be a need to train the staff to use the equipment?
- Are there integration requirements with other systems or processes?
- How will this work?
- What are the timescales?
- Are detailed method statements required?

Consultation requirements regards to explicitness of compliance with any national or local legal requirements Reference:

LO 2, AC 2.1

NEW QUESTION 33

Which of the following is regulated by standard ISO 14001?

- A. Information security management
- B. Environmental management
- C. Quality management systems
- D. Energy management

Answer: B

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long and challenging one. The good news is that you do not have to navigate it alone.

CIPS Commercial Contracting Sample Questions (Q131-Q136):

NEW QUESTION # 131

ABC Ltd is a UK based company. It plans to enter into a contract with XYZ Ltd which is based in Singapore.

Which of the following are the mandatory elements for the contract between ABC Ltd and XYZ Ltd to be legally binding? Select THREE that apply.

- A. There must be an invitation to treat
- B. All parties must have capacity to contract
- C. An amount of money must be paid upfront
- **D. There must be an offer and an acceptance**
- E. The invitation to tender must be sent by the agreed deadline
- **F. The two parties must have intention to be bound**

Answer: D,F

Explanation:

The formation of the contract is where the contractual journey begins; if no contract is formed, neither of the parties can be under any obligations. Therefore, it is very important to have an understanding of each part of a contract's formation.

In order for a legally binding agreement to be formed, there are four basic requirements to be met:

2.1 Offer

2.2 Acceptance

2.3 Certainty & Intention to Create Legal Relations

2.4 Consideration & Promissory Estoppel

Reference:

- CIPS study guide page 28-42

- Formation of the contract

LO 1, AC 1.2

NEW QUESTION # 132

Maria is working on a new one-off construction project and is looking to expand a factory. A requisition comes through for an outright purchase of a digger. Maria changes this to a lease order instead. Is she right to do so?

- A. No, buyers should not challenge or change a requisition
- B. Yes, equipment should always be leased and never purchased
- C. No, diggers are not allowed to be leased
- **D. Yes, this saves money and the business will not end up with an unwanted asset**

Answer: D

Explanation:

For short-term or one-off projects, leasing equipment is often more cost-effective than purchasing. It reduces the financial burden of asset ownership, such as depreciation and maintenance, especially if the equipment is not needed beyond the project's scope.

Maria's decision aligns with sound procurement and asset management practices.

Reference: CIPS L4M3 Commercial Contracting Study Guide, Chapter 4, Section 4.1.1 - Fixed, unit rate, cost plus and leasing arrangements.

NEW QUESTION # 133

Which of the following would be suitable key performance indicators (KPIs) for supplier performance?

Ensure you have customer loyalty

Value or percentage of cost reductions obtained

Win an award in the next 12 months

Percentage of on-time in full deliveries

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

- D. 1 and 3 only

Answer: B

Explanation:

"Cost reductions" and "on-time in full deliveries" are quantifiable, objective performance measures that align directly with supplier effectiveness and value. "Customer loyalty" and "awards" are subjective or aspirational and not reliable indicators of contract or supplier performance.

Reference: CIPS L4M3 Commercial Contracting Study Guide, Chapter 4, Section 4.3.1 - Development and use of KPIs in contract management.

NEW QUESTION # 134

Rochdale Ltd is looking for a new IT system to automate some of its operations. In designing the specification, procurement manager supposes that it should be done solely by the IT department who have deep expertise on this matter. Is procurement manager's opinion appropriate?

- A. Yes, because procurement professional has no expertise in IT sector
- B. Yes, because designing complex specification would waste procurement manager's time
- C. No, because designing complex specification could only be outsourced
- **D. No, because challenging the user's demand is the role of procurement**

Answer: D

Explanation:

Procurement professionals have a role in challenging specifications. Technical experts can get things wrong and asking naive questions can be useful in bringing these to light. The challenging may include:

- Does the organisation really need these features/functions?
- With this specification, are there many available suppliers in the market?
- How many does the organisation really need?

etc

Reference:

LO 1, AC 1.1

NEW QUESTION # 135

Maximum Score 1

A construction company wishes to place the contract for the building of a new hotel to a principal contractor using a model form contract. Which of these is an advantage of using a 'model form contract'?

- **A. It avoids the requirement to create complex contracts each time but can be adapted to suit particular circumstances**
- B. Legal advice is still required if significant amendments or variations are to be made to the contract
- C. Incentive payment terms can be included to reward the supplier for attainment of cost savings
- D. Formulae or indices can be included to assess any additional supplier's claims for contract price adjustment

Answer: A

Explanation:

Model form contracts (e.g. NEC, JCT, FIDIC) save time and cost because the framework is pre-written and only needs adapting to specific projects.

Option A correctly identifies this benefit.

Reference: CIPS L4M3 Commercial Contracting - "Use of model form contracts and their advantages."

NEW QUESTION # 136

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