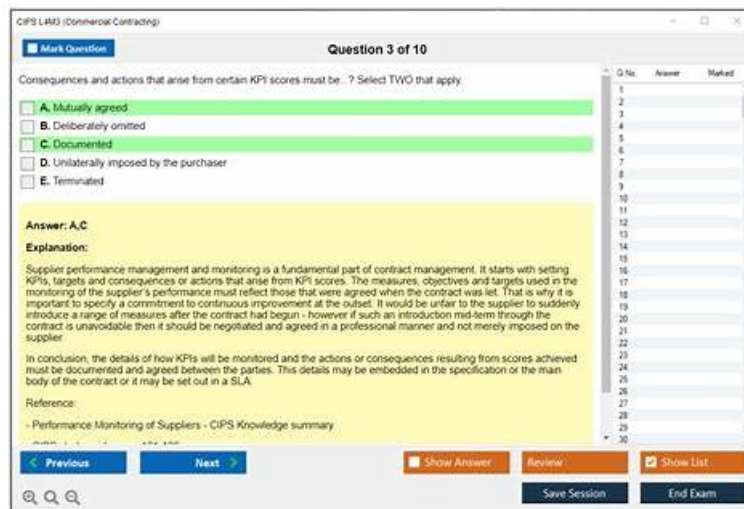


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## CIPS Commercial Contracting Sample Questions (Q122-Q127):

### NEW QUESTION # 122

Which of the following contracts would be best suited to a 'variable pricing' arrangement?

- A. A contract for window cleaning during the next three months
- B. A contract for the supply of 100 printing machines to be delivered next month
- **C. A contract for road building estimated to take five years to complete**
- D. A contract for the supply of lubricating oil for immediate delivery

**Answer: C**

Explanation:

Variable pricing is suitable to situations when the cost of certain elements of the product fluctuate unpredictably. For road building, asphalt fluctuates regularly. Furthermore, 5 years are long period, then variable pricing is the most appropriate method to achieve value for money and control budget.

A contract for window cleaning during the next three months is a short-term service contract, fixed price is the most suitable method.

A contract for the supply of lubricating oil for immediate delivery is an one-off contract, only fixed price is applicable.  
A contract for the supply of 100 printing machines to be delivered next month is also an one-off contract.

Reference:

LO 3, AC 3.3

#### NEW QUESTION # 123

Which of the following are examples of incentives which can be embedded in contract terms? Select THREE that apply

- A. Service credits
- **B. Contract extensions**
- C. Indemnity
- **D. Gainshare**
- E. Liquidated damages
- **F. Faster payment**

**Answer: B,D,F**

Explanation:

Gainsharing is a system of management used by a business to increase profitability by motivating suppliers to improve their performance. As their performance meets the targets, suppliers share financially in the gain (improvement). Gainshare is an incentive for cost control.

Other incentives for good performance are:

- Contract extensions: Buyer can extend the contract duration as an incentive to supplier for meeting their targets.
- Accelerated payments

Reference:

LO 3, AC 3.3

#### NEW QUESTION # 124

Which of the following should be specially noticed in market dialogue with suppliers in specification development?

- A. The buying organisation must avoid social media at all cost
- B. Market dialogue is banned in the public sector
- C. Market dialogue should only be conducted with well-known supplier
- **D. Both parties must respect confidentiality**

**Answer: D**

Explanation:

Being clear on your objectives helps you to design the best approach to the dialogue. There are some notices in developing dialogue with suppliers:

- All meetings should be documented
- Respect commercial confidentiality. Although insights gained from one conversation lead to questions in another, you must be very careful not to allow this to happen in a way that breaches the confidentiality of the first conversation.

Reference:

LO 2, AC 2.1

#### NEW QUESTION # 125

Maximum Score 1

A purchase order has been raised for £5,000. It allows the user department to order items of a £50 value when they need them.  
This is an example of what type of order?

- A. Straight-off
- B. Stand-off
- **C. Call-off**
- D. Shut-off

**Answer: C**

Explanation:

A call-off order is raised against an existing agreement or blanket order that sets an overall value limit (£5,000 in this case). Users can "call off" small quantities or values (£50 each time) when required.

Reference: CIPS L4M3 Commercial Contracting - "Framework agreements and call-off contracts."

### NEW QUESTION # 126

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

**Answer: B**

Explanation:

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.

Graphical user interface, text, application Description automatically generated

Reference:

- CIPS study guide page 8-10

- Knowledge Byte - Specification Development

- Principles and Practices of Public Procurement: Specifications

LO 1, AC 1.1

### NEW QUESTION # 127

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