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擁有 CIPS 認證可以證明考生能夠勝任這個職位。往往能力強的考生嘆息道：“如果可以擁有本證書，這個職位鐵定是我的。”那為什麼不儘早讓考試順利過關了。越早擁有 CIPS 認證，可以比別人多一份選擇理想工作的。但是如何能順利過關完成CIPS 認證成了技術人員最頭疼的問題。如果你需要幫助，Fast2test 能幫助每個IT人士，因為它的 L4M2 測試題庫和 L4M2 學習指南可以幫助你通過真正的考試。

Fast2test是一個能為很多參加CIPS L4M2認證考試的IT行業專業人士提供相關輔導資料來幫助他們拿到CIPS L4M2認證證書的網站。Fast2test提供的學習資料是由Fast2test的資深專家的豐富的行業經驗和專業知識研究出來的，品質是很好，更新速度也非常快。並且我們提供的練習題是和真正的考試題目很接近的，幾乎是一樣的。選擇Fast2test能100%確保你通過你的第一次參加的難度比較高的對你的事業很關鍵的CIPS L4M2認證考試。

>> L4M2考試資料 <<

## 最新更新的L4M2考試資料&經過驗證合格的CIPS認證培訓 - 完美的CIPS Defining Business Needs

通過那些很多已經通過CIPS L4M2 認證考試的IT專業人員的回饋，他們的成功得益於Fast2test的說明。Fast2test提供的針對性測試練習題和答案給了他們很大幫助，節約了他們的寶貴的時間和精力，讓他們輕鬆順利地通過他們第一次參加的CIPS L4M2 認證考試。所以Fast2test是個值得你們信賴的網站。選擇了Fast2test，下一個成功的IT人士就是你，Fast2test會成就你的夢想。

## 最新的 CIPS Level 4 Diploma in Procurement and Supply L4M2 免費考試真題 (Q104-Q109):

問題 #104

Datong is a defence and law enforcement equipment supplier. They are developing new product but largely concerns about the

detailed specifications of components and the capability of supply market. Which of the following approach should Datong adopt in order to optimise the specification and shorten time to market?

- A. Invite the supplier to tendering process
- B. Request for quotation from potential suppliers
- C. Control the budget tightly
- **D. Early supplier involvement**

**答案： D**

解題說明：

To improve production process and reduce supply risk, Datong should collaborate with suppliers early in procurement cycle. Collaborating with suppliers in this way is often referred as Early Supplier Involvement (ESI)

'Request for quotation from potential suppliers': Quotations should only be requested if the buyer know exactly what they need. In this scenario, Datong is not yet sure about the specifications of product's components, request for quotation is not a good idea.

'Mapping out business plan': A business plan, as defined by Entrepreneur, is a "written document describing the nature of the business, the sales and marketing strategy, and the financial back-ground, and containing a projected profit and loss statement." A business plan is not appropriate with improving production process and reducing supply risk.

'Budget controlling': Budget controlling largely concerns with dealing with budget variances. Tighter budget alone cannot lead to improved processes and fewer risks.

LO 3, AC 3.1

#### 問題 #105

A procurement organisation is keen to encourage innovation available within the supply market in the execution of an upcoming significant contract opportunity. A team member suggests that the specification should define the performance indicators so that supplier's solution can be checked against them. Which of the following will enable the organisation to achieve this goal?

- A. Establishing transparent selection criteria
- B. Applying a precise performance framework
- C. Using an outcome focused specification
- **D. Using an output focused specification**

**答案： D**

解題說明：

The buying organisation is keen to encourage innovation so they should use the outcome or output based specification. In an outcome-based specification, umbrella statements like 'good quality', 'ambient temperature', 'convenient way' are often used. This may confuse the suppliers, and it's hard to check the solution that supplier offers. On the other hand, output-based specifications often include measurable requirements. For example, a specification for air conditioning system states that the system should maintain the room temperature at 19-24 degrees Celsius. Therefore, output specification is more appropriate in this case.

#### 問題 #106

Which of the following specific markets engage in creation, liquidation and change of ownership of stock?

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

**答案： A**

解題說明：

According to Investopedia, the financial services sector provides financial services to people and corporations. This segment of the economy is made up of a variety of financial firms including banks, investment houses, lenders, finance companies, real estate brokers, and insurance companies. As noted above, the financial services industry is probably the most important sector of the economy, leading the world in terms of earnings and equity market capitalization. Large conglomerates dominate this sector, but it also includes a diverse range of smaller companies.

According to the finance and development department of the International Monetary Fund (IMF), financial services are the

processes by which consumers or businesses acquire financial goods. For example, a payment system provider offers a financial service when it accepts and transfers funds between payers and recipients.

This includes accounts settled through credit and debit cards, checks, and electronic funds transfers.

Companies in the financial services industry manage money. For instance, a financial advisor manages assets and offers advice on behalf of a client. The advisor does not directly provide investments or any other product, rather, they facilitate the movement of funds between savers and the issuers of securities and other instruments. This service is a temporary task rather than a tangible asset. Financial goods, on the other hand, are not tasks. They are things. A mortgage loan may seem like a service, but it's actually a product that lasts beyond the initial provision. Stocks, bonds, loans, commodity assets, real estate, and insurance policies are examples of financial goods.

#### 問題 #107

British Steel needs to source a set of instruments that will improve quality of steel. Without these instruments British Steel will lose control of the temperature. The bucket may freeze up, or if it is too hot it leaks out of the casting process, damaging the machine. There is limited supply on the market and quality varies greatly.

Which of the following will be the most appropriate managing approach to procure these items?

- A. Form partnership with supplier
- B. Seek continuity of supply
- C. Leverage market competition to drive down cost
- D. Bundle these instruments into larger contract

答案： A

解題說明：

The instrument plays a crucial role in steel manufacturing because it presents in the majority of products, in which case lacking this instrument would have significant impact on the organisation's output (production lines stop or damaging other machine). Otherwise, the risk of supply is high because there is limitation in supply. Therefore, it is considered as a strategic item in term of Kraljic's portfolio matrix. Procurement manager should form partnership with suppliers to maximise the value.

The following graph illustrates Kraljic's portfolio matrix:

Reference: CIPS Study guide page 84.

LO 2, AC 2.1

#### 問題 #108

Which of the following specific markets engage in creation, liquidation and change of ownership of stock?

- A. Financial
- B. Agriculture
- C. Retail
- D. Manufacturing
- E. Construction

答案： A

解題說明：

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## 問題 #109

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**L4M2題庫資訊:** <https://tw.fast2test.com/L4M2-premium-file.html>

CIPS L4M2考試資料 只有掌握很全面的IT知識的IT人才會有資格去報名參加的考試，順利通過，很給力，如果您對L4M2問題集中的考題做到了全面的掌握，那麼您將100%以高分通過L4M2考試，我現在告訴你，那就是Fast2test的L4M2考古題，在近幾年，IT世界的競爭越來越激烈，IT認證已經成為該行業的必需品，如果你想在你的職業生涯有一個很好的提升，通過Fast2test CIPS的L4M2考試培訓資料這種方式來獲得微軟認證的證書是非常可行的，現在許多IT專業人士更願意增加CIPS的L4M2考試認證對他們的憑證，我們的培訓資料涵蓋了通過CIPS的L4M2考試認證的100%，L4M2是CIPS認證考試，所以通過L4M2是踏上CIPS認證的第一步。

完整的報告僅向其客戶提供，但他們已公開發布了其高級預測數字，而他們的任務書也是被恒隔空取物的看了好幾遍了，只有掌握很全面的IT知識的IT人才會有資格去報名參加的考試，順利通過，很給力，如果您對L4M2問題集中的考題做到了全面的掌握，那麼您將100%以高分通過L4M2考試。

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