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CIPS Defining Business Needs Sample Questions (Q192-Q197):

NEW QUESTION # 192
A procurement manager consolidates the company expense on printing and office supplies into broader range of spend category. Other senior managers are concerned that it may increase company's spend. Is that concern justified?

- A. No, because the consolidation will help the supplier to shorten deliver time.
- B. Yes, because the suppliers can't provide a broader range of products and they will fail to deliver
- C. Yes, because the consolidation may create a large contract that costs more than placing each purchase order
- D. No, because the broader range of spend category can increase the value of the contract and the buyer may get volume discount

Answer: D

Explanation:
Printing and office supplies are often considered as low risk, low value items. Consolidation low value, low risk items into a broader range will dramatically increases the value of the contract and leverage of buying organisation in the negotiation.
Reference:
LO 1, AC 1.1

NEW QUESTION # 193
A state school has a procurement requirement to buy new art materials for the next school semester and needs to forecast purchases against its restricted budget. What would be the key business requirement in this purchasing decision?

- A. Social impact
- B. Quality of materials
- C. Total cost of goods
- D. Timescales of delivery

Answer: C

NEW QUESTION # 194
Which of the following are typical environmental considerations throughout the contract life cycle? Select the TWO that apply.

- A. Health and safety
- B. Modern slavery
- C. Waste management
- D. Inequality
- E. Pollution control

Answer: C,E

Explanation:
All procurement has some level of impact on the environment that needs to be minimised to ensure sustainable procurement practices.
The greatest opportunity to influence environmental outcomes is by selecting products and services with the least ongoing environmental impacts, such as use of water, electricity and fuel, waste/disposal management, and impact on human health over the life of the product or service.
Lifecycle stages that impact on the environment:
Most goods and services will have an element of environment impact in a number of areas. The five main impact areas are listed in the following table.
Source: Buying for Victoria
Reference:
LO 3, AC 3.2

NEW QUESTION # 195

A CPO is analyzing whole life cycle costing of a machinery. He realises that cost elements are not specific but come from a range of values. Which whole-life costing model should the CPO use to get the most accurate total cost of ownership?

- A. Kraljic's preferencing model
- B. Simulation models
- C. Decision support models
- D. Optimisation models

Answer: B

Explanation:
There are three basic groups of WLC (whole life-cycle costing) models:
- Decision support models
- Simulation models: Life cycle cost is an essential approach to decide on alternative rehabilitation strategies for infrastructure systems. Monte Carlo simulation approach is used to develop a stochastic life cycle cost (SLCC) model and methodology in order to compare different rehabilitation scenarios/alternatives for infrastructures, such as water mains. This method assumes that some inputs are randomly variable in a range of values.
- Optimisation models
Reference:
LO 1, AC 1.2

NEW QUESTION # 196

A food manufacturer wants to predict the pricing point for a new and innovative health drink. Which method of market research would be beneficial to receive the most accurate information?

- A. Focus groups
- B. Sales trends
- C. Consumer data
- D. Internet searches

Answer: C

Explanation:
Detailed Explanation:Consumer data provides specific, measurable insights into purchasing behavior, preferences, and willingness to pay. This is the most accurate method for setting a pricing strategy, as it uses real-world data rather than subjective opinions or generic trends. Reference: CIPS Level 4, Market Research Techniques.

NEW QUESTION # 197

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