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CIPS L4M1 - Question & Answer Past exam questions latest 2023/2023

- O1. Outline FIVE differences between purchasing goods and purchasing services.
- Answer 1, Goods are tangible, services are intangible:
 2. Services cannot be separated from their supplier:
 3. Heterogeneity: goods are usually uniform in nature while services are unique at each delivery
- 4. Services 'perish' immediately on delivery whereas goods can be stored until
- 5. Products are easier to specify, being tangible
- O2. Explain THREE circumstances in which a competitive tendering exercise might
- not be the best approach to making a purchase. Answer 1. Urgency 2. Commercial confidentiality or national security (e.g. military organisations):
- 3. Value of the purchase:
- Production costs cannot be measured accurately:
 Price is not the only criterion for supplier selection and contract award
- 6. Intellectual Property Rights and monopoly
- O2. Describe TWO e-sourcing tools and their use in procurement and supply. Answer 1. E-Catalogues
- 2. E-Tendering 3. E. Auction
- 4. Reverse Auctions
- 5. Online suppleir evaluation data
- O3. Explain the role of a shared services unit (SSU). Answer SSUs reflect a desire

The shared service provider becomes a dedicated provider of services such as; finance, HR, IT and procurement which continue to be provided internally An SSU manages costs and quality SLAs to demonstrate value for money. An SSU's benefits may be summarised as:

- liaison with its customers;
 anticipating future demand;
 employing resources and providing higher levels of service more cost effectively than if they were provided by a department or an external provider
- O3. A manufacturer of electrically powered tools for the engineering industry consists of four separate business units, each of which undertakes its own purchasing

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CIPS L6M10 Exam Syllabus Topics:

Topic	Details
Торіс 1	 Assess the strategic factors that influence reverse logistics: This section measures the skills of Logistics Coordinators in comparing factors affecting the implementation of reverse logistics strategies. It discusses challenges such as lack of infrastructure, forecasting difficulties, and perceptions of reverse logistics as a cost rather than a value-addition opportunity.

Topic 2	Understand the concept of reverse logistics and its impact on global logistics strategy: This section measures the skills of the target audience in assessing strategic factors influencing reverse logistics, such as government policies, economic considerations, and environmental impacts. It emphasizes understanding how these factors affect reverse logistics planning. A key skill measured is evaluating sustainability strategies in reverse logistics.
Topic 3	Understand global governance of the supply chain: This section measures the skills of Compliance Officers in assessing the impact of international legislation on globalized supply chains. It includes understanding jurisdictional issues and legal considerations affecting trade across multiple countries. A key skill measured is evaluating legal frameworks governing international trade.
Topic 4	 Understand the strategic logistical implications of globalization: This section measures the skills of Logistics Managers and focuses on evaluating the logistics challenges presented by globalization. It covers issues such as centralized versus regionalized inventory holdings, international logistics practices, and the impact of transportation pipelines on inventory costs. A key skill measured is identifying logistics challenges in a global context.

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CIPS Global Logistics Strategy Sample Questions (Q16-Q21):

NEW QUESTION #16

What is the main focus of "green supply chain management"?

- A. Increasing profits through efficiency.
- B. Minimizing waste disposal costs.
- C. Monitoring and improving environmental performance.
- D. Maximizing product life cycles through remanufacturing.

Answer: C

Explanation:

Green SCM prioritizes environmental performance across the supply chain. [P-145]

NEW QUESTION #17

What is the main focus of "green supply chain management"?

- A. Monitoring and improving environmental performance within the supply chain.
- B. Maximizing product life cycles through remanufacturing.
- C. Minimizing costs associated with waste disposal.
- D. Increasing profits through efficient supply chain operations.

Answer: A

Explanation

"Green supply chain management" focuses on monitoring and improving environmental performance within the supply chain, including recycling, reuse, reduction, and substitution of materials. [P-145]

NEW QUESTION #18

ABC global firm has been primarily using a centralized organizational structure for decades. However, due to increasing competition and the need to adapt to local markets, the firm is considering restructuring. What organizational change might align better with its current challenges?

- A. Diversify its product offerings to address global demands.
- B. Further centralize its operations to achieve economies of scale.
- C. Establish virtual teams for information management and customer service.
- D. Maintain the existing centralized structure to preserve stability.

Answer: C

Explanation:

A virtual team approach allows firms to maintain coordination while adapting to local conditions, leveraging information and communication technologies. [P-104]

NEW QUESTION #19

How do transacting parties commonly address potential conflicts of laws in international trade agreements?

- A. By relying on international arbitration exclusively
- B. By choosing the law of one of the transacting parties' home states
- C. By deferring the choice of law to the distributor or buyer
- D. By avoiding any legal clauses in their contracts

Answer: B

Explanation:

International trade agreements commonly specify the law of one of the transacting parties' home states to resolve legal conflicts effectively. [P-121]

NEW QUESTION #20

Sarah, a retail logistics manager, is concerned about challenges in reverse logistics. What is the main challenge?

- A. Reverse logistics is viewed as low-cost.
- B. Reverse logistics is seen as a value source.
- C. Managers overlook its strategic value.
- D. Managers lack knowledge.

Answer: C

Explanation:

Managers often undervalue reverse logistics' strategic impact on profitability and customer relations. [P-146]

NEW QUESTION #21

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