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CIPS L4M1 Mock Exam Questions

Exam Name: Scope and Influence of Procurement and Supply

Exam Code: L4M1

Related Certification(s): CIPS Level 4 Diploma in Procurement and Supply Certification Certification Provider: CIPS

Expected L4M1 Exam Topics, as suggested by CIPS:

Topic 1: Understand and analyse the added value through procurement and supply chain management. This section of the exam measures skills of supply chain managers related to identifying added value outcomes in procurement and supply and evaluating cost savings, service improvements, and innovationsu contributions. It also measures procurement and supply processes that contribute to added value.

Topic 2: Understand and analyse the key steps when procuring goods or services: This section measures that skills of purchasing managers and procurement officers in identifying and evaluating stages in the sourcing process, planning, supplier selection, and contract management.

Topic 3: Understand and analyse aspects of organisational infrastructure that shape the scope of procurement and supply chain functions: This section measures that skill of supply chain strategists and organizational analysts in understanding corporate governance, documented policies, accountability, and ethics. It also covers the impact of organizational policies and procedures on procurement and supply Procedures, strategies, manuals, and internal function involvement.

Topic 4: Understand and analyse the need for compliance: This section measures skills of compliance officers and sector-specific procurement managers in understanding different economic and industrial sectors such as Public, private, charity, not-for-profit, manufacturing, retail, construction, financial, agriculture, and service sectors. It also covers analyzing the impact of the public sector on procurement and supply chain activities public sector objectives, regulations, competition, accountability, and value for money. It finally covers the impact of the private sector on procurement or supply chain activities.

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CIPS L6M9 Exam Syllabus Topics:

Topic	Details
Горіс 1	 Understand and apply leadership skills and behaviors appropriate for strategically improving the procurement and supply chain function: This section of the exam measures the skills of Supply Chain Managers and covers understanding leadership behaviors that enhance procurement processes. It assesses how to strategically improve supply chain functions, focusing on a key skill like "Strategic Decision Making".
Горіс 2	 Understand operations strategy and its contribution to overall business success: Targeting Operations Directors, this section evaluates understanding of operations strategy's impact on organizations, including aligning with business goals, market requirements, and resource management.

Topic 3

Assess the strategic value of resource planning and control: This part targets Resource Planners, focusing
on evaluating strategic resource planning concepts such as forecasting, scheduling, monitoring, and
controlling resources effectively within the operational framework.

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CIPS Supply Network Design Sample Questions (Q37-Q42):

NEW QUESTION #37

ZYX Ltd creates products to meet customer demands. Each product created isunique to the customer's specification. What is the name of the workflow pattern used by ZYX Ltd?

- A. Configured to order
- B. Engineered to order
- C. Made to order
- D. Produced to order

Answer: B

Explanation:

- * Engineered to order (ETO): Each product is uniquely designed based on customer specifications.
- * Made to order (MTO): The same product is made only when there is a demand.
- * Configured to order (CTO): A hybrid approach where customers choose from predefined configurations (e.g., furniture with different color options).
- * Produced to order: This is not a standard term for this type of workflow.

Since ZYX Ltdcreates products that are uniquely specified by each customer, engineered to order (ETO) is the correct answer. (See p.205)

NEW QUESTION #38

Who are the four business players in the Value Net? Select ALL that apply.

- A. Distributor
- B. Complementor
- C. Customer
- D. Competitor
- E. Buyer
- F. Supplier

Answer: B,C,D,F

Explanation:

The Value Netconsists of suppliers, customers, competitors, and complementors. Unlike asupply chain, which focuses on material and information flow, the Value Netis about creating business value.

- * Supplier:Provides goods/services
- * Customer:Purchases goods/services
- * Competitor:Competes in the same market
- * Complementor: A business that enhances your product/service offering

NEW QUESTION #39

The operations department of ABC Ltd has recently launched a new product. The product is manufactured within a large factory and then sent to retailers for sale. The department has a system in place which details the components required for the product and the quantities required to fulfil customer demand. The system works online and links to other areas of the business including HR and finance.

So far, several large orders have been placed for the product from different retailers. The Chief Operations Officer (COO) has decided to programme the completion of the orders based on when the orders were placed.

The benefit of this strategy is that it will give each customer a similar lead time. Thus far no buffer stock has been created as products are only created when orders are received.

Three teams are required to make the product and the product flows from team one to team two toteam three, each team adding a component to the product. Unfortunately, team two are short staffed and are completing their work at a slower rate than the other two teams. This is a huge consideration for the COO as it will impact upon the capacity of the organisation.

The retailers have all signed contracts with ABC Ltd and the COO is extremely happy that they are long term contracts. Contract 1 is with retailer X and the price is set for three years. Contract 2 is with retailer Y and is a five year contract where the price will be reviewed annually in line with CPI. Contract 3 has a variable pricing mechanism based on the volume of products ordered. What is the nature of the COO's consideration?

- A. Variance analysis
- B. Push technique
- C. Theory of Constraints
- D. Corporate strategy

Answer: C

Explanation:

This is an issue related to the Theory of Constraints, as Team 2 is the bottleneck affecting overall production efficiency. The Theory of Constraints focuses on identifying and managing the most critical limitation in a system (See LO 3.3)

NEW QUESTION #40

Which of the following are Porter's strategies that can help an organisation create competitive advantage in the marketplace? Select ALL that apply

- A. Become an organisation that is meaningfully different from competitors
- B. Ensure a large product range
- C. Provide exceptional customer service
- D. Become a specialised provider
- E. Be a low-cost provider

Answer: A,D,E

Explanation:

Porter's three strategies are low-cost, differentiation, and niche. These options are just worded slightly differently but align with Porter's competitive strategies. (See p.151)

NEW QUESTION #41

Scenario

Five manufacturing organisations usedifferent order prioritisation methods and workflow patterns. Each company follows a uniquestrategy for order processing and workflow structure.

For eachorganisation, select the correct Prioritisation Method and Pattern of Workflow.



Answer:



A screenshot of a product list AI-generated content may be incorrect.

Organisation	Description	Correct Prioritisation Method	Correct Patterr
Organisation	Products are made only after receiving orders. All items are identical and prioritised based on lead-time.	Earliest Due Date	Make to Order
Organisation 2 Ch	Customisable products. Orders are grouped based artered Institute of on characteristics.	Similar Process	Configure to Order
Organisation 3	Prioritises orders that take the longest to make. Each product is unique.	Longest Processing Time	Engineer to Order
Organisation 4	Produces the same item in small amounts annually. Orders are processed immediately and shipped the next day.	First In-First Out	Batch Production
Organisation 5	Low order numbers, but production continues in hopes of future sales. Different team members work on different products.	HR Skill Requirement	Make to Stock

NEW QUESTION #42

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