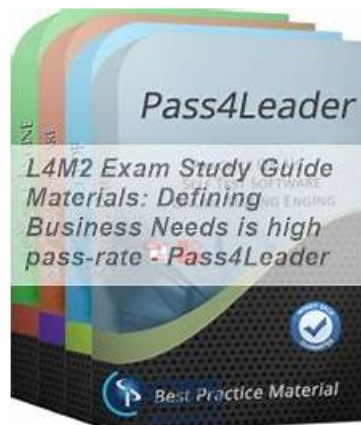


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CIPS Defining Business Needs Sample Questions (Q108-Q113):

NEW QUESTION # 108

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. Bundle these instruments into larger contract
- C. Seek continuity of supply
- D. Leverage market competition to drive down cost

Answer: A

Explanation:

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

NEW QUESTION # 109

To calculate the estimated annual payback period, a buyer will need to know the estimated annual savings made from implementing the option, and also the estimated costs. Is this statement correct?

- A. No, the calculation will be the estimated annual savings multiplied by the rate of inflation
- B. Yes, the calculation will be the estimated annual savings added to the estimated total costs
- C. No, the calculation will be the estimated total costs multiplied by twelve
- **D. Yes, the calculation will be the estimated total costs divided by the estimated annual savings**

Answer: D

NEW QUESTION # 110

Which of the following are criteria that the ISO 14000 series covers?

1. Life-cycle analysis
2. Continuous improvement
3. Financial information
4. Climate change

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

Answer: B

NEW QUESTION # 111

The procurement team of an IT hardware manufacturer has been set a target by senior management to reduce the rates paid to the sole supplier of a new and innovative power-saving battery. Which action should the procurement team first consider?

- A. Agreeing rebate thresholds
- B. Offering a framework agreement
- **C. Dual or multiple sourcing**
- D. Offering economies of scale

Answer: C

Explanation:

Detailed Explanation: Dual or multiple sourcing introduces competition, reducing the sole supplier's bargaining power and leading to cost reductions. Framework agreements (A) or economies of scale (D) may not address the immediate need to reduce rates.

Reference: CIPS Level 4, Sourcing Strategies.

NEW QUESTION # 112

Which of the following are potential advantages of using a product performance specification?

- * It reduces the need for the buyer to produce a detailed design
- * It can widen the potential supply base
- * The buyer can specify the product's actual design in detail
- * Products are provided using the buyer's methodology

- A. 3 and 4
- **B. 1 and 2**
- C. 1 and 4
- D. 2 and 3

Answer: B

Explanation:

Detailed Explanation:

* 1 (Reduces design need): Performance specifications focus on outcomes rather than detailed designs, saving buyer resources.

* 2 (Wider supply base): Allowing suppliers to propose their own solutions can attract a broader range of suppliers. Options 3 and 4 align with conformance specifications, not performance-based ones.

Reference: CIPS Level 4, Specification Writing.

NEW QUESTION # 113

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