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NEW QUESTION 32

In which of the following section of a specification, requirements for training to use the equipment will be set out?

- A. Implementation
- B. Issue reference
- C. Performance
- D. Consultation requirements

Answer: A

Explanation:

Implementation is a substantive requirement which covers the following areas:

- Will there be a need to train the staff to use the equipment?
- Are there integration requirements with other systems or processes?
- How will this work?
- What are the timescales?
- Are detailed method statements required?

Consultation requirements regards to explicitness of compliance with any national or local legal requirements Reference:

LO 2, AC 2.1

NEW QUESTION 33

Which of the following is regulated by standard ISO 14001?

- A. Information security management
- B. Environmental management
- C. Quality management systems
- D. Energy management

Answer: B

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CIPS Commercial Contracting Sample Questions (Q177-Q182):

NEW QUESTION # 177

In which of the following section of a specification, requirements for training to use the equipment will be set out?

- A. Issue reference
- B. Consultation requirements
- C. Performance
- **D. Implementation**

Answer: D

Explanation:

Implementation is a substantive requirement which covers the following areas:

- Will there be a need to train the staff to use the equipment?
- Are there integration requirements with other systems or processes?
- How will this work?
- What are the timescales?
- Are detailed method statements required?

Consultation requirements regards to explicitness of compliance with any national or local legal requirements Reference:

LO 2, AC 2.1

NEW QUESTION # 178

Adornical Toys Ltd have recently declared their commitment to international labour standards. Karim is sourcing a supplier for a new range of wooden toys and is keen to ensure that the organisation's corporate objectives are met. Which of the following approaches could he include as part of his specification requirements to achieve this labour outcome?

- A. Accreditation to waste reduction schemes
- B. Use ecologically certified raw materials
- **C. Certification to an ethical trading initiative**
- D. Formally measure their carbon footprint

Answer: C

Explanation:

International labour standards concern working conditions, fair pay, and human rights. Requiring certification to an ethical trading initiative (A) directly addresses these labour issues (e.g. ETI, SA8000).

The other options address mainly environmental performance (carbon footprint, ecological materials, waste).

Reference: CIPS L4M3 Commercial Contracting - Labour standards and ethical trading requirements in specifications.

NEW QUESTION # 179

Which of the following is the best definition of consideration in contract law?

- A. Full statement about something to provide
- **B. One thing given in exchange**
- C. Formal discussion between people who are trying to reach an agreement
- D. The act of thinking carefully about one thing

Answer: B

Explanation:

A simple definition of consideration is as follows - an exchange between the parties which results in a benefit to one party, and a detriment to the other. The case of *Currie v Misa* (1874) LR 10 Ex 153 provides an apt description of this:

"A valuable consideration, in the sense of the law, may consist either in some right, interest, profit, or benefit accruing to the one party, or some forbearance, detriment, loss, or responsibility, given, suffered, or undertaken by the other." A practical example of this can be found by examining a simple contract. Party A offers £500 to Party B, who in exchange will fit his car with a new engine. Party A receives the benefit of his car being fixed, whilst Party B incurs the detriment of having to take time, effort, and perhaps expenses to fix the car.

Reference:

- Consideration & Promissory Estoppel
- CIPS study guide page 36-40
- LO 1, AC 1.2

NEW QUESTION # 180

Rochdale Ltd is looking for a new IT system to automate some of its operations. In designing the specification, procurement manager supposes that it should be done solely by the IT department who have deep expertise on this matter. Is procurement manager's opinion appropriate?

- A. No, because designing complex specification could only be outsourced
- B. Yes, because designing complex specification would waste procurement manager's time
- C. Yes, because procurement professional has no expertise in IT sector
- **D. No, because challenging the user's demand is the role of procurement**

Answer: D

Explanation:

Procurement professionals have a role in challenging specifications. Technical experts can get things wrong and asking naive questions can be useful in bringing these to light. The challenging may include:

- Does the organisation really need these features/functions?
- With this specification, are there many available suppliers in the market?
- How many does the organisation really need?

etc

Reference:

LO 1, AC 1.1

NEW QUESTION # 181

Standard terms and conditions should become the governing terms for which group of items?

- A. Strategic items
- B. Leverage items
- **C. Routine items**
- D. Bottleneck items

Answer: C

Explanation:

Standard terms and conditions are set of terms that is prepared by an organisation. These terms can become the governing terms in low-value, low-risk transactions (or Routine items according to Kraljic's portfolio model). They can be a reference when negotiating

