

Quiz 2026 CIPS L4M3: High-quality CIPS Commercial Contracting Reliable Braindumps Sheet



CIPS Level 4 – Diploma in Procurement and Supply

Commercial Contracting [L4M3]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

L4M3 Sample Questions V5 Sept 2020

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CIPS Commercial Contracting Sample Questions (Q225-Q230):

NEW QUESTION # 225

Which of the following should be used in a contract for window cleaning during the next three months?

- A. Cost-plus arrangement
- B. Variable pricing arrangement
- C. Standard schedule of rates
- D. Fixed pricing arrangement

Answer: D

Explanation:

A contract for window cleaning during the next three months is a short-term service contract in which changes of input costs (labour, tools,...) are very unlikely to happen.

Fixed pricing arrangement is useful for small to medium scope project, with short timelines, where what is delivered can be adequately specified and the likelihood of changes to the specification, scope and input costs is limited.

Reference:

LO 3, AC 3.3

NEW QUESTION # 226

Is a verbal contract legally enforceable?

- A. Yes, but only if you have a witness at the time the verbal agreement was made
- B. No, only contracts in writing will be legally enforceable
- C. No, verbal contracts are never legally enforceable
- D. Yes, a verbal agreement is just as legally enforceable as a written one

Answer: D

Explanation:

A verbal contract is generally enforceable in law, provided that it contains all the necessary elements of a valid contract: offer, acceptance, consideration, intention to create legal relations, and capacity. However, certain types of contracts (e.g., for land) may require written form under the Statute of Frauds. Evidence and clarity are the challenges, not enforceability.

Reference:CIPS L4M3 Commercial Contracting Study Guide, Chapter 1, Section 1.1.2 - Types of contracts: verbal and written.

NEW QUESTION # 227

Which of the following contracts would be best suited to a 'variable pricing' arrangement?

- A. A contract for road building estimated to take five years to complete
- B. A contract for the supply of lubricating oil for immediate delivery
- C. A contract for the supply of 100 printing machines to be delivered next month
- D. A contract for window cleaning during the next three months

Answer: A

Explanation:

Variable pricing is suitable to situations when the cost of certain elements of the product fluctuate unpredictably. For road building, asphalt fluctuates regularly. Furthermore, 5 years are long period, then variable pricing is the most appropriate method to achieve value for money and control budget.

A contract for window cleaning during the next three months is a short-term service contract, fixed price is the most suitable method.

A contract for the supply of lubricating oil for immediate delivery is an one-off contract, only fixed price is applicable.

A contract for the supply of 100 printing machines to be delivered next month is also an one-off contract.

Reference: CIPS study guide page 172-183

LO 3, AC 3.3

NEW QUESTION # 228

Maximum Score: 1

Where a supplier is incentivised to deliver improvements that create added value for the buyer, this is described as what type of outcome?

- A. Lose-win
- B. Lose-lose
- C. Win-lose
- **D. Win-win**

Answer: D

Explanation:

Incentive mechanisms that reward suppliers for delivering improvements (such as cost reductions, quality enhancements, or innovation) create mutual benefit:

* The buyer gets better value or reduced costs.

* The supplier receives rewards such as bonuses, gain-share, or stronger relationships.

This is the definition of a win-win outcome (D).

Reference: CIPS L4M3 Commercial Contracting - Incentive contracts and win-win supplier relationships.

NEW QUESTION # 229

Which of the following is the set of principles that enables courts to determine exactly what the written contract says and what that must mean, then the court will uphold that?

- **A. Rules of interpretation**
- B. Unfair Contract Act 1977
- C. Order of precedence
- D. Rules of contract formation

Answer: A

Explanation:

Courts may be called upon to interpret a statute due to disputes over the meaning of a word or phrase contained within a statute.

These disputes may arise through a variety of reasons. It has long been held that words are an imperfect means of communication.

Omissions may have occurred at the drafting stage, word or phraseology ambiguity, etymological change through time, oversight on specific points, or a failure to adapt legislation to new developments. This may result in the judiciary providing a role in statutory interpretation. Statutory interpretation in its broadest sense is the process of determining the true meaning of a written document. In UK, the Interpretation Act 1978 provides limited scope to assist judges with statutory interpretation in that it only provides standard definitions to common provisions such as a rebuttable presumption that terminology in the masculine gender also include the feminine, and that the singular includes plural.

An order of precedence clause sets out the order in which the contract documents take precedence in the event of an inconsistency.

The Unfair Contract Terms Act 1977 (c 50) is an Act of Parliament of the United Kingdom which regulates contracts by restricting the operation and legality of some contract terms. It extends to nearly all forms of contract and one of its most important functions is limiting the applicability of disclaimers of liability. The terms extend to both actual contract terms and notices that are seen to constitute a contractual obligation.

Reference:

- Rules of Statutory Interpretation

- CIPS study guide page 43-46

LO 1, AC 1.2

NEW QUESTION # 230

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