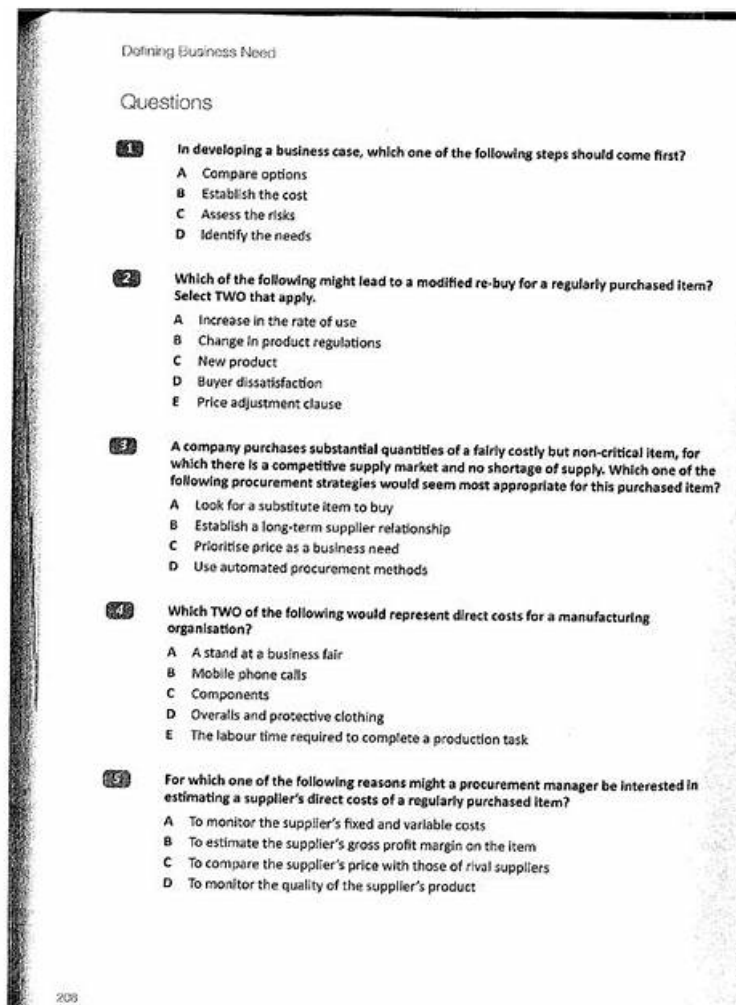


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## CIPS Defining Business Needs Sample Questions (Q160-Q165):

### NEW QUESTION # 160

Which of these causes variances in budgets?

Quantity discounts  
Substitute goods  
Loan repayments  
Corporation tax

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

**Answer: A**

Explanation:

Detailed Explanation:

Quantity discounts: Changes in order quantities can lead to cost savings, impacting budget forecasts.

Substitute goods: Using alternative products can alter planned expenses, causing budget deviations. Loan repayments and taxes are fixed financial obligations and do not directly impact procurement budgeting.

Reference: CIPS Level 4, Cost Management.

### NEW QUESTION # 161

Which of the following statements describes a correct example of an indirect cost?

- A. The wages of an automotive electrician responsible for testing vehicle lights during a night shift at a car assembly plant
- B. The salary of the manager in charge of the night shift in the car assembly plant
- C. The cost of alloy rims fitted on new cars during the night shift at a car assembly plant
- D. The cost of paint used in the manufacture of new cars during the night shift at a car assembly plant

**Answer: B**

### NEW QUESTION # 162

Which of the following provides in-depth detail for both functional and non-functional requirements and covers assumptions, constraints, performance, dimensions, weights and reliability of a product?

- A. Performance specification
- B. Statement of work
- C. Tolerance
- D. Design specification

**Answer: D**

Explanation:

Design specification is a detailed document providing a list of points regarding a product or process. For example, the design specification could include required dimensions, environmental factors, ergonomic factors, aesthetic factors, maintenance that will be needed, etc. It may also give specific examples of how the design should be executed, helping others work properly (a guideline for what the person should do).

Performance specification is written requirement that describes the functional performance criteria required for a particular equipment, material, or product.

Tolerance is the permissible limit of a variable used to define a product. Statement of work is the document that captures and defines all aspects of a project, including the activities, deliverables and the timetable for the project.

Reference: CIPS study guide page 118

LO 3, AC 3.1

### NEW QUESTION # 163

Apple's CPO is planning a budget for purchasing carbon-free aluminium next year. There are 27.4 tonnes of aluminium in stock, while Apple will need 200 tonnes for production next year and double inventory for production in the following year. How much

aluminum will Apple need to purchase in next year?

- A. 172.6 tonnes
- B. 282.2 tonnes
- **C. 227.4 tonnes**
- D. 117.8 tonnes

**Answer: C**

Explanation:

The quantity of aluminium Apple needs to buy is calculated as follows:

Quantity needed for production + the inventory needed at the end of the year - inventory at start of the year That formula is quantified as:  $200 + 54.8 - 27.4 = 227.4$  Reference: CIPS study guide page 103 LO 2, AC 2.3

#### **NEW QUESTION # 164**

Lucy, a junior procurement analyst, has been asked to assess the competitive forces in the garden furniture market. XYZ Ltd is the largest producer of garden furniture in the country. It produces 70% of all the garden furniture manufactured, while the second largest manufacturer produces less than 5% of the garden furniture for the country. Which power does XYZ Ltd possess?

- A. Buyer bargaining power
- B. Purchasing power
- **C. Supplier bargaining power**
- D. Substitute power

**Answer: C**

#### **NEW QUESTION # 165**

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