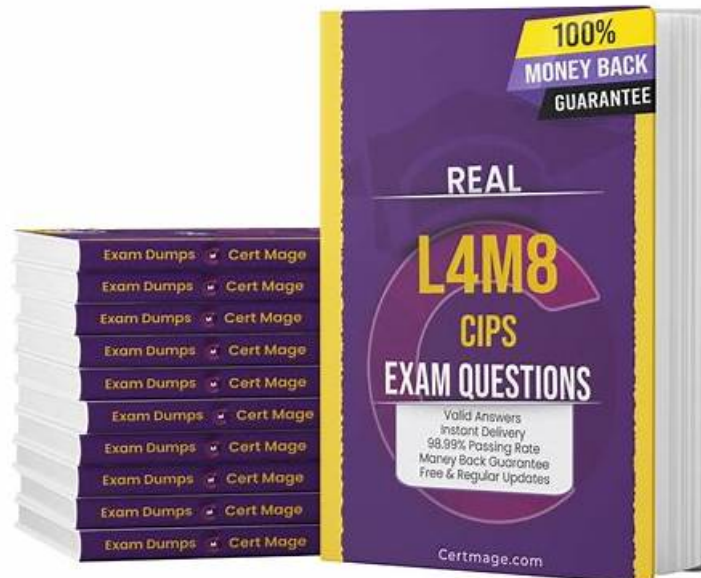


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## CIPS Procurement and Supply in Practice Sample Questions (Q52-Q57):

**NEW QUESTION # 52**

Which theory relates to the 3Ps

**Answer:**

**Explanation:**

Trying to measure how sustainable an organization was used to be a challenging undertaking. However, during the 1990s, a concept brought up by American John Elkington changed the way sustainability was measured. This framework is known as the triple bottom line (TBL) and measures sustainability in relation to organizational performance and investment against the 3Ps (1) Profits (2) People (3) Planet. For example; Profit: A packaging manufacturer reinvented its profits in a state-of-the-art recycling machinery for its wasted cardboard.

People: A large privately owned call centre donated its end-of-life computers to a local youth club and social groups to help gain internet access.

**NEW QUESTION # 53**

What matrix helps to define how to manage stakeholders?

**Answer:**

**Explanation:**

Stakeholders are individuals or organizations who are directly affected by a decision for example, community, shareholders, employees, suppliers, distributors, customers etc. Stakeholders can be internal (employers, staffs), connected (such as suppliers, shareholders, financiers and customers) external (Government, pressure groups, and community).

The matrix that helps to define how to manage stakeholders is Mendelow's stakeholder management matrix. This matrix is based on the theory that the level of management stakeholders required depends on the level of their power and interest within the project or organization. The matrix groups stakeholders into four quadrants according to their power and interest and advises how to manage them.

- 1) Low power - Low interest (minimum effort)
- 2) Low power - High interest (keep informed)
- 3) High power - Low interest (keep satisfied)
- 4) High power - high interest (manage closely)

**NEW QUESTION # 54**

What Incoterm applies here?

The supplier is responsible for delivering the goods to a carrier or to an intermediate agreed place. From this point, the buyer is responsible for ensuring these goods reach their named destination.

- A. EXW - Ex Works
- B. FCA - Free Carrier
- C. CPT - Carriage Paid To
- D. CIP - Carriage and Insurance Paid to

**Answer: C**

**NEW QUESTION # 55**

Which products or services should not be considered for outsourcing, according to Carter's out-sourcing matrix?

**Answer:**

**Explanation:**

Carter's outsource matrix is a useful tool that procurement professionals use to decide which products or services have a high or low contribution to the organization's operation performance and its strategic importance.

The matrix segments products/services into four quadrants. These are Eliminate, outsource, strategic alliance and retain.

According to Carter's outsource matrix, all product/services that have a high strategic importance should not be outsourced. They should rather be retained in-house or carefully chosen suitable suppliers and go into strategic alliance.

**NEW QUESTION # 56**

Create two KPIs and two SLAs for a contract with which you are familiar.

## Answer:

### Explanation:

Key performance Indicators (KPIs) and service level Agreement (SLA) are measures that demonstrate the effectiveness of a supplier. By using KPIs and SLAs as part of suppliers management, procurement professionals can monitor and evaluate performance and identify areas that need attention or improvement. KPIs and SLAs are used for product and service contract respectively.

### Two KPI

- 1) Number of defects: Not more than two defects is allowed on the generator and its accessories
- 2) Supplier Lead Time: Delivery after placing order should not be anytime longer than 14 days.

### Two SLAs

- 1) The toilet should be washed with soap, and deodorant should be sprayed twice a day
- 2) Bathroom and toilet should not be allowed to smell out to the passage. Bathroom smelling out to the passage twice a month is a violation of the contract.

## NEW QUESTION # 57

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