

CIPS L4M2 Reliable Exam Blueprint, L4M2 Actual Test Pdf

CIPS L4M2 PRE TEST PRACTICE EXAM NEWEST VERSION
2025 ACTUAL EXAM COMPLETE 100+ QUESTIONS AND
CORRECT ANSWERS | ALREADY GRADED A+ | | BRAND
NEW!!

Re-buy - **CORRECT ANSWER >>>**It is not necessary to specify a new specification or to source the market. Call-off or framework agreement. A preferred supplier is in place

Modified Buy - **CORRECT ANSWER >>>**Review of existing contract requirements and making any necessary amendments such as to build additional benefits, streamline the business or to establish new KPIs/SLAs. Where some of the specification or requirements have changed.

New Buy - **CORRECT ANSWER >>>**A new purchase outlines requirements that have not been specified before. There is a higher risk involved in procuring a new purchase, demand/supplier/market analysis should be conducted, and new specific KPIs should be included in the specification.

Business Needs - **CORRECT ANSWER >>>**The mission of the organisation determines its requirements and therefore what procurement needs to source.

R - regulatory (any legal requirements)
A - availability (supply of goods/services when required, risk, financial and capacity)
Q - quality (consistency, repeatability, and fit for purpose)
S - service requirements (flexibility, support, availability)
C - cost (target costs, total cost of ownership, continuous improvement)
I - Innovation (improving customer experience) - **CORRECT ANSWER >>>**A model that can be used to identify business needs.

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CIPS Defining Business Needs Sample Questions (Q263-Q268):

NEW QUESTION # 263

Which of the following are typical examples of secondary sources of market data? Select TWO that apply.

- A. Trade fairs and exhibitions
- B. Communication with suppliers
- C. Price comparison websites
- D. Supplier marketing publications
- E. Published market analysis

Answer: C,E

NEW QUESTION # 264

Which of the following are main focuses of ISO 27001:2013 standard?

1. Confidentiality
 2. Logistics
 3. Process
 4. Life cycle
- A. 2 and 3 only
 - B. 3 and 4 only
 - C. 1 and 3 only
 - D. 2 and 4 only

Answer: C

Explanation:

This International Standard (ISO 27001:2013) has been prepared to provide requirements for establishing, implementing, maintaining and continually improving an information security management system. The adoption of an information security management system is a strategic decision for an organization. The establishment and implementation of an organization's information security management system is influenced by the organization's needs and objectives, security requirements, the organizational processes used and the size and structure of the organization. All of these influencing factors are expected to change over time.

The information security management system preserves the confidentiality, integrity and availability of information by applying a risk management process and gives confidence to interested parties that risks are adequately managed.

It is important that the information security management system is part of and integrated with the organization's processes and overall management structure and that information security is considered in the design of processes, information systems, and controls. It is expected that an information security management system implementation will be scaled in accordance with the needs of the organization.

This International Standard can be used by internal and external parties to assess the organization's ability to meet the organization's own information security requirements.

The order in which requirements are presented in this International Standard does not reflect their importance or imply the order in which they are to be implemented. The list items are enumerated for reference purpose only.

ISO/IEC 27000 describes the overview and the vocabulary of information security management systems, referencing the information security management system family of standards (including ISO/IEC 27003[2], ISO/IEC 27004[3] and ISO/IEC 27005[4]), with related terms and definitions.

Reference:

- ISO/IEC 27001:2013 Information technology - Security techniques - Information security management systems - Requirements
LO 3, AC 3.1

NEW QUESTION # 265

A CPO is analyzing whole life cycle costing of a machinery. He realises that cost elements are not specific but come from a range of values. Which whole-life costing model should the CPO use to get the most accurate total cost of ownership?

- A. Simulation models
- B. Decision support models
- C. Optimisation models
- D. Kraljic's preferencing model

Answer: A

Explanation:

There are three basic groups of WLC (whole life-cycle costing) models:

- Decision support models
- Simulation models: Life cycle cost is an essential approach to decide on alternative rehabilitation strategies for infrastructure systems. Monte Carlo simulation approach is used to develop a stochastic life cycle cost (SLCC) model and methodology in order to compare different rehabilitation scenarios/alternatives for infrastructures, such as water mains. This method assumes that some inputs are randomly variable in a range of values.
- Optimisation models

NEW QUESTION # 266

Sealines Inc is developing its fleet of cargo ships. The company is planning to build a new ship powered by natural gas. Brian, the procurement manager at Sealines, suggests the project team to develop a through-life specification before engaging with the supplier. Is this a correct approach?

- A. No, the company just needs to select the lowest bidder
- B. Yes, decommissioning and disposal costs will not be accounted in this approach
- **C. Yes, this approach will lower the total cost of ownership**
- D. No, a ship is used only once, through-life management is unnecessary

Answer: C

Explanation:

Through-life management is a approach applied to capital asset. According to Ward and Graves, Through-life Management involves the life-cycle management of the products, services and activities required to deliver a fully integrated capability to the customer, while reducing the cost of ownership for the customer. According to CIPS study guide, through-life management comprises of 6 parts:

1. Design
2. Manufacture
3. Installation
4. In-service support
5. Decommission and disposal
6. Customer support

In this scenario, the company is planning to procure a ship, which is a capital asset. Through life management is a good approach. Sealines can start with developing through-life specification. This approach may have several benefits:

- It lowers the costs over the whole life of the asset
- It lowers the risks as there is a single company accountable for costs and service over the life of the asset
- A closer match between the asset delivered and the users' needs
- Development of capability over the life of the asset as the supplier continues to get experience of the users' needs and can adapt services to meet them

Reference:

- CIPS study guide page 130-131;
- Through-life management: The provision of total customer solutions in the aerospace industry, by Yvonne Ward and Andrew Graves LO 3, AC 3.2

NEW QUESTION # 267

Which of the following positively affects a buyer's company cash flow? Select TWO that apply:

- **A. The bank grants a loan to the buyer's company**
- B. Buyer's company offers sales discounts and promotions
- C. A supplier reduces its payment terms to payment on receipt
- D. Payment of dividends to the buyer company shareholders
- **E. A customer agrees to pay the buyer's company upon purchase**

Answer: A,E

Explanation:

Detailed Explanation:

* A (Customer payment upon purchase): Immediate payments improve cash flow.

* D (Loan): Loans provide cash inflow, though they may increase liabilities. Options like supplier payment on receipt (C) negatively

