

# Exam CIPS L6M10 Book & Latest L6M10 Exam Experience

## CIPS L4M1 - Question & Answer Past exam questions latest 2023/2023

Q1. Outline FIVE differences between purchasing goods and purchasing services.  
Answer - 1. Goods are tangible, services are intangible;  
2. Services cannot be separated from their supplier;  
3. Heterogeneity: goods are usually uniform in nature while services are unique at each delivery  
4. Services 'perish' immediately on delivery whereas goods can be stored until required  
5. Products are easier to specify, being tangible

Q2. Explain THREE circumstances in which a competitive tendering exercise might not be the best approach to making a purchase. Answer - 1. Urgency  
2. Commercial confidentiality or national security (e.g. military organisations);  
3. Value of the purchase;  
4. Production costs cannot be measured accurately;  
5. Price is not the only criterion for supplier selection and contract award  
6. Intellectual Property Rights and monopoly

Q2. Describe TWO e-sourcing tools and their use in procurement and supply.  
Answer - 1. E-Catalogues  
2. E-Tendering  
3. E. Auction  
4. Reverse Auctions  
5. Online supplier evaluation data

Q3. Explain the role of a shared services unit (SSU). Answer - SSUs reflect a desire to centralise and share services  
The shared service provider becomes a dedicated provider of services such as; finance, HR, IT and procurement which continue to be provided internally  
An SSU manages costs and quality SLAs to demonstrate value for money.  
An SSU's benefits may be summarised as:

- cost effective internal service;
- liaison with its customers;
- anticipating future demand;
- employing resources and providing higher levels of service more cost effectively than if they were provided by a department or an external provider.

Q3. A manufacturer of electrically powered tools for the engineering industry consists of four separate business units, each of which undertakes its own purchasing activities.

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## CIPS L6M10 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Understand the concept of reverse logistics and its impact on global logistics strategy: This section measures the skills of the target audience in assessing strategic factors influencing reverse logistics, such as government policies, economic considerations, and environmental impacts. It emphasizes understanding how these factors affect reverse logistics planning. A key skill measured is evaluating sustainability strategies in reverse logistics.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Assess the strategic factors that influence reverse logistics: This section measures the skills of Logistics Coordinators in comparing factors affecting the implementation of reverse logistics strategies. It discusses challenges such as lack of infrastructure, forecasting difficulties, and perceptions of reverse logistics as a cost rather than a value-addition opportunity.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Understand the strategic logistical implications of globalization: This section measures the skills of Logistics Managers and focuses on evaluating the logistics challenges presented by globalization. It covers issues such as centralized versus regionalized inventory holdings, international logistics practices, and the impact of transportation pipelines on inventory costs. A key skill measured is identifying logistics challenges in a global context.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>Understand global governance of the supply chain: This section measures the skills of Compliance Officers in assessing the impact of international legislation on globalized supply chains. It includes understanding jurisdictional issues and legal considerations affecting trade across multiple countries. A key skill measured is evaluating legal frameworks governing international trade.</li> </ul>

## CIPS Global Logistics Strategy Sample Questions (Q92-Q97):

### NEW QUESTION # 92

A multinational technology company operates in a highly competitive industry with rapidly changing technology. They release new product versions frequently, and their products have short lifecycles. Which of the following global logistics strategies would be most suitable for this company?

- A. Traditional organizational structure
- B. Centralized inventory management
- C. Dynamic and flexible supply chain network
- D. Static supply chain network

**Answer: C**

Explanation:

A dynamic and flexible supply chain network helps companies manage rapid product changes and short product lifecycles. [P-95]

### NEW QUESTION # 93

What is the practice of following precedence in national legal systems called in Common Law?

- A. Stare decisis
- B. Judicial creativity
- C. Rule of law
- D. Jurisprudence constant

**Answer: A**

Explanation:

In Common Law, the principle of following legal precedence is known as stare decisis. [P-119]

#### NEW QUESTION # 94

Which factors can be used to calculate the duty on imported goods in international trade? (Select ALL that apply)

- A. The weight and dimensions of the goods
- B. The value of the goods based on the invoice value
- C. The country from which the goods are imported
- D. The type of goods based on the harmonized system of classification
- E. The country's currency used for payment

**Answer: B,C,D**

Explanation:

Duties on imported goods are calculated based on invoice value, country of origin, and type of goods (harmonized classification). Weight, dimensions, and currency are not primary factors. [P-134]

#### NEW QUESTION # 95

What is one approach Sarah, an experienced exporter, can take to minimize the risk of disputes over the interpretation of an international sales contract?

- A. Make small changes to Incoterms without notifying the buyer.
- B. Explicitly specify variations or additions to Incoterms relevant to the trade.
- C. Rely solely on Incoterms without any variations or additions.
- D. Avoid specifying any terms in the contract to keep it flexible.

**Answer: B**

Explanation:

To minimize disputes, Sarah should explicitly specify variations or additions to Incoterms in her contract to ensure clarity. [P-123]

#### NEW QUESTION # 96

The following five companies are dealing with the challenge of managing a product portfolio, catering to diverse customer segments across international territories. Each company manager is tasked with prioritizing specific focus areas and allocating resources to overcome challenges.

Company A: A grocery store chain frequently offers special promotions and discounts, significantly affecting ordering patterns. These volatile prices make it challenging to maintain a consistent revenue stream.

Company B: A growing e-commerce business experiencing increased shipping costs due to the rapid expansion of product offerings and customer base. To maintain profitability, they need to reduce costs.

Company C: A custom-made furniture manufacturer facing order processing delays, leading to longer lead times and increased customer complaints.

Company D: A manufacturer of high-demand electronic gadgets experiencing demand exceeding supply, requiring order rationing. Customers are frustrated due to errors in the rationing system and have attempted to game the system.

Company E: A global electronics manufacturer struggling to manage its complex supply chain across multiple regions. The company needs to leverage technology to improve efficiency and reduce operational costs.

Q: For Company E, what should be the focus area analyzed by the company manager?

Answer Options:

- A. Cost efficiency
- B. Pricing practices
- C. Order processing
- D. Supply Chain technology
- E. Customer satisfaction

**Answer: D**

Explanation:

Company E is struggling with a complex global supply chain. The best approach is to invest in supply chain technology to enhance

efficiency. [P 166-169]

## NEW QUESTION # 97

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