

# CIPS L4M3최신버전덤프, L4M3인기자격증시험대비덤프문제

CIPS L4M3 CIPS Commercial Contracting 3

Explanation:  
ISO has about 22,000 international standards covering a vast range of aspects of product or service quality. Below are some of the most common ISO standards:  
- ISO 9001: Quality management system  
- ISO 27001: Information security management  
- ISO 5001: Energy management  
- ISO 14001: Environmental management  
Reference:  
- ISO 14001:2015 Environmental management systems - Requirements with guidance for use  
- CIPS study guide page 86  
LO 2, AC 2.1

**NEW QUESTION 34**  
According to rule of contract formation, which of the following is a valid acceptance?

- A. The person orally agrees to pay the offered price
- B. The person asks for a lower price
- C. The person says that she will think about it overnight
- D. The person states that she is able to pay the offered price

**Answer: A**

Explanation:  
Once a valid acceptance takes place, a binding contract is formed. It is therefore important to know what constitutes a valid acceptance in order to establish if the parties are bound by the agreement. There are three main rules relating to acceptance:  
1. The acceptance must be communicated to the offeree.  
2. The terms of the acceptance must exactly match the terms of the offer.  
3. The agreement must be certain.  
Among the answers:  
"The person says that she will think about it overnight" does not match the terms of the offer. The offeree does not assure that she will accept the offer.  
"The person asks for a lower price": This is a counter-offer.  
"The person states that she is able to pay the offered price" is not certain. The offeree merely provides information on her financial ability.  
Reference:  
- Contractual agreement - offer and acceptance  
- CIPS study guide page 33-35  
LO 1, AC 1.2

**NEW QUESTION 35**  
Transformers & Rectifiers Ltd wanted to buy some specialist gaskets. They sent a request for quotation with specification to Needs Ltd. The supplier replied with a quotation in which had its own terms and conditions. The buyer edited delivery terms on the quotation and sent the document back to Needs Ltd. Gaskets were delivered to Transformers' premise with an invoice from Needs Ltd. Which of the following is most likely to be the governing terms if the two companies must settle the dispute at court?

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CIPS L4M3인기자격증 시험대비 덤프문제 & L4M3시험패스 가능한 인증덤프

비스를 제공해드려 아무런 걱정없이 L4M3 시험에 도전하도록 힘이 되어드립니다. ITDumpsKR 덤프를 사용하여 시험에서 통과하신 분이 전해주시는 희소식이 ITDumpsKR 덤프 품질을 증명해드립니다.

## 최신 CIPS Certifications L4M3 무료 샘플문제 (Q98-Q103):

### 질문 # 98

XYZ Ltd is negotiating a long-term supply contract of important parts with a supplier. Dave, procurement manager teams up with Alla, legal manager to construct a service level agreement. Dave is concerned that poor performance of supplier may cause damages to the operations of the organisation. Which of the following can be used in conjunction with SLA to compensate the buying organisation in case of supplier's poor performance?

1. Warranties
2. Force majeure clauses
3. Penalty clauses
4. Service credits

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

정답: B

### 설명:

Service level agreement often sets out the minimum quality standards of the services provided, remedies if that standards are not met, consequences if the targets are exceeded. Penalty clauses and service credits are remedies that are often used in conjunction with service level agreement to ensure the performance and to compensate the purchaser if targets are not met.

Reference:

LO 2, AC 2.2

### 질문 # 99

A school has a contract for the supply of fruit for break time. The school needs the fruit delivered by 10am every morning to be served at 10:30am. How would this best be covered in a commercial agreement?

- A. Sales of Goods Act 1974
- B. Note on each purchase order
- **C. Contractual term**
- D. Pricing schedule

정답: C

### 설명:

Time-critical requirements, such as daily deliveries by a specific time, should be clearly stipulated as contractual terms. This ensures enforceability and provides a legal basis for remedy in the case of non-performance. Notes on purchase orders or general legislation do not offer the same level of protection or clarity.

Reference:

CIPS L4M3 Commercial Contracting Study Guide, Chapter 3, Section 3.1.1 - Express contract terms for delivery and performance.

### 질문 # 100

A construction company often subcontracts approximately 50% of the project works because of unpredictable customer's demand. Although larger corporate customers require quick response to RFQ, the time lapse between tender bid submission and contract commencement is usually long. Which of the following arrangement would benefit both the contractor and customer?

- **A. Framework agreement**
- B. Bilateral contract
- C. Collateral contract
- D. Indemnity agreement

정답: A

**설명:**

According to the scenario, customers' demand changes regularly but the construction project commencement often delays. If the contractor and the customer mutually sign a legally binding contract too soon long before the commencement, the contractor may suffer poor cash flow (it must buy the materials first but has to wait for long time to be paid). A framework agreement may help both parties.

A framework agreement is a formal agreement between two organisations that is intended to become legally binding in the event that a contract is created.

A framework agreement could benefit the both parties in the following ways:

- At the time of signing, the framework agreement has not yet become a legally binding contract. The contractor and client only agree on the principles of future contracts (such as whether the work can be subcontracted or how payment will be proceeded). A well structured framework agreement will allow both parties to apply changes before contract commencement, especially regarding price and quality.
- The framework agreement assures a certainty between the contractor and client.
- The administrative works is reduced under a framework agreement.

Reference:

- CIPS study guide page 60-62
  - Framework Agreements: Practice and Pitfalls
- LO 1, AC 1.3

**질문 # 101**

Maximum Score: 1

John Jameson purchased his new car from Warrington Autos Ltd, a local car dealership. He signed the hire purchase agreement with Car Finance Services Ltd, and made the required three months payment in advance to confirm the purchase and take delivery of the car. On the day of delivery, the car was incorrectly offloaded from the transporter by Vehicle Transport Ltd and the car is a total insurance write off. Which party had title in the vehicle?

- A. Warrington Autos Ltd
- B. Vehicle Transport Ltd
- C. Car Finance Services Ltd
- D. John Jameson

**정답: C**

**설명:**

Under a hire purchase arrangement:

- \* The finance company (Car Finance Services Ltd) buys the vehicle from the dealer and retains legal title.
- \* The customer (John) only obtains title after all instalments are fully paid.

At the time of the accident, John had only paid three months in advance and therefore did not yet have title.

The dealer has already sold the car to the finance company, and the transporter is just a carrier.

So Car Finance Services Ltd (C) held title in the vehicle.

Reference: CIPS L4M3 Commercial Contracting - Transfer of title and risk - credit and hire purchase arrangements.

**질문 # 102**

Which of the following are reasons why a purchaser wants to embed a subcontracting clause into the main contract? Select TWO that apply:

- A. To improve supply chain transparency
- B. To reduce the main contract complexity
- C. To induce the conflicts between the main contractor and subcontractors
- D. To condemn whole liabilities to subcontractors
- E. To keep main contractor liable

**정답: E**

**설명:**

There are number of reasons why the purchaser will want to control the supplier's subcontracting:

- Supply chain transparency: Normally the purchaser has invested a lot of effort into selecting the right contractor. However, the main contractor's selection of subcontractor might not be in such careful manner, which may result in poor performance. Purchaser must know who subcontractors are. Controlling the subcontracting process can help the purchaser control the outcome.

- Contract terms: the purchaser's requirements must be reflected in the subcontracts. The subcontracting clauses may require the main contractor to do this.
  - Liability: the main contractor may subcontract the whole or a part of its liabilities. Subcontracting clause may bind the contractor to be liable with the work, it cannot just blame the subcontractor for any faults.
- Reference: CIPS study guide page 154-155  
LO 3, AC 3.2

## 질문 # 103

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