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# CIPS L6M5 - Strategic Programme Leadership LO2 Exam Questions & Answers 2024/25 Fixed pricing - ANSWERSFixed pricing is a strategy in which a supplier estimates their cost and fees and uses that price to bid for the contract. Variable pricing (cost plus pricing) - ANSWERSVariable pricing (cost plus pricing) is when a supplier buys at the market price and sells at this plus margin. Buyers cost may in/ or decrease This means that market fluctuations are therefore passed onto the buyer, limiting the risk to the supplier, Fixed Price Advantages - ANSWERSAdvantages' - Fixed pricing makes a forecast and profit estimates more straightforward and accurate - Simplifies the bidding process - Less likely to fead to tensions between both parties Disadvantages - Predictability comes at price: supplier cost will include a contingency and are often higher as a result - The buyer can not benefit from decrease costs

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### **CIPS L6M5 Exam Syllabus Topics:**

Topic	Details
Topic 1	Understand program leadership approaches: This section measures the skills of Programme Leaders in understanding strategic cost management approaches. It covers budgetary control, value engineering, and cost transparency methods. A key skill measured is assessing strategic cost management techniques effectively.
Topic 2	Understand the role of culture on achieving program success: This section measures the skills of Organizational Development Specialists in understanding organizational culture's impact on program success. It covers identifying culture types and levels within organizations. A key skill measured is critically assessing organizational culture's influence.
Topic 3	Understand contracting for programmers: This section measures the skills of Contract Managers and focuses on comparing various contracting options for programs. It includes client-coordinated approaches, engineering procurement and construction (EPC) contracts, management contracting, and public-private partnerships. A key skill measured is the ability to evaluate different contract types effectively.

### **CIPS Strategic Programme Leadership Sample Questions (Q27-Q32):**

### **NEW QUESTION #27**

Danger Incorporated is estimating the costs for a new project called the Ninja Project using an algorithm based on the project's scope, duration, and complexity. What type of cost estimate is being used?

- A. analogous
- B. expert judgement
- C. parametric
- D. bottom-up

### Answer: C

### Explanation:

Using an algorithm based on key parameters is characteristic of a parametric cost estimate.

### **NEW QUESTION #28**

Which of the following is an advantage to the contractor in an EPC contract arrangement?

EPC contracts provide several benefits to contractors, such as clear project scope, reduced risks, and better project management. Answer Options:

- A. The client assumes all risks for the construction
- B. There is an early completion bonus
- C. The scope is clearly defined by the client
- D. There are no subcontractors to manage

### Answer: C

### Explanation:

The correct answer is 1 (p.13). The scope is clearly defined by the client, making it easier for the contractor to plan and execute the project efficiently. Option 2 is incorrect because not all EPC contracts offer an early completion bonus. Option 3 is incorrect because EPC contracts can include subcontractors. Option 4 is incorrect because risks are shared between the client and contractor. [P.13]

Scenario (same as Question 16):

Which type of contract would be the most suitable for working with the new client?

- A. FIDIC
- B. JCT
- C. NEC
- D. IMechE

### Answer: C

### Explanation:

The NEC contract is known for its flexibility and collaborative approach, matching the client's requirements.

### **NEW QUESTION #30**

Glitter Kitten Ltd CEO applies the Payback Analysis for expansion.

Investment: £50m Annual returns: £10m

Q: What is the payback period?

Answer Options:

- A. 10 years
- B. 5 years
- C. 50 years
- D. 1 year

### Answer: B

Explanation:

Payback period formula:

Investment (£50m)  $\div$  Annual inflow (£10m) = 5 years. [P.1.4]

### **NEW QUESTION #31**

Fred is comparing two possible projects that will last for different durations.

His company can only select one project due to financial constraints.

He needs a method to compare the financial benefits of both projects.

Q: Is a payback analysis a useful tool for Fred to use?

Answer Options:

- A. Yes this will account for the difference in duration of the two projects
- B. No this will not account for the difference in duration of the two projects
- C. No there is no formula to calculate this, and a discount factor must be used
- D. Yes this will provide Fred with a rate of return that is useful to accurately forecast profits

### Answer: A

### Explanation:

A Payback Analysis (p.72) calculates how long it takes for a project to recover its initial investment. It accounts for project duration but does not provide a rate of return (Option C). Discount factors (Option D) are used in Net Present Value (NPV) analysis, not Payback Analysis. [P.72]

### **NEW OUESTION #32**

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