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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 lead 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 (Q15-Q20):

NEW QUESTION #15

Fire Light Corporation has secured a contract to design a new bridge for a local council. The council wants a price set in advance but allows for minor adjustments due to unforeseen circumstances. Which pricing mechanism is most suitable?

- A. firm fixed price
- B. target costing
- C. fixed lump sum
- D. bill of quantity

Answer: C

Explanation:

A fixed lump sum contract sets the price in advance while permitting small adjustments if necessary.

NEW QUESTION #16

"Persuasion should be a last resort in cultural change." Is this statement true? Answer Options:

- A. No persuasion should be planned before implementing change
- B. Yes persuasion should only be used after coercion has failed
- C. Yes persuasion should be linked to an implicit or perceived threat
- D. No persuasion is not useful in large cultural shifts

Answer: A

Explanation:

Persuasion is one of the best tools for cultural change (p.204).

Option A is incorrect-persuasion should not involve threats.

**Option B is incorrect-persuasion should be the first approach, not the last.

Option D is incorrect-persuasion is highly effective in large-scale change. [P.204]

NEW QUESTION #17

Foxglove Ltd has a rigid hierarchy, standardized work, and strict procedures. Employees know their roles and work quality is high.

Q: What type of culture does Foxglove Ltd have? Answer Options:

- A. Person
- B. Task
- C. Power
- D. Role

Answer: D

Explanation:

This describes a Role Culture (p.170-175):

Clear job roles, structured hierarchy, and predictable work patterns.

Task Culture (A) focuses on project-based teams.

Power Culture (C) is centralized authority.

Person Culture (D) emphasizes individual autonomy. [P.170-175]

NEW QUESTION #18

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. bottom-up
- C. expert judgement
- D. parametric

Answer: D

Explanation:

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

NEW QUESTION #19

Scenario (same as Question 16):

In terms of the Cultural Web, which of the following impacts on staff behaviour?

- A. rituals
- B. stories
- C. symbols
- D. control systems

Answer: B

Explanation:

Stories (in the form of rumours) about the CEO affect how staff behave.

NEW QUESTION #20

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