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CIPS L4M1 - Question & Answer Past exam questions

- O1. Outline FIVE differences between purchasing goods and purchasing services. correct 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
- O2. Explain THREE circumstances in which a competitive tendering exercise might not be the best approach to making a purchase. correct 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
- O2. Describe TWO e-sourcing tools and their use in procurement and supply. correct answer 1. E-
- 2. E-Tendering
- 3. E. Auction
- 4. Reverse Auctions
- 5. Online suppleir evaluation data
- O3. Explain the role of a shared services unit (SSU). correct answer SSUs reflect a desire to centralise

The shared service provider becomes a dedicated provider of services such as; finance, HR, IT and procurement which continue to be provided internally

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