
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-Catalogues

2. E-Tendering
3. E. Auction
4. Reverse Auctions
5. Online supplier evaluation data

O3. Explain the role of a shared services unit (SSU). - correct 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

Question 1 10 Cips

RJ Shavelson



Question 1 10 Cips:

Whispering the Secrets of Language: An Psychological Journey through **Question 1 10 Cips**

In a digitally-driven world where displays reign great and quick conversation drowns out the subtleties of language, the profound strategies and psychological subtleties hidden within words usually move unheard. Yet, set within the pages of **Question 1 10 Cips** a charming fictional value pulsating with organic feelings, lies an extraordinary quest waiting to be undertaken. Published by an experienced wordsmith, this marvelous opus attracts viewers on an introspective trip, delicately unraveling the veiled truths and profound influence resonating within the fabric of each word. Within the mental depths of this emotional evaluation, we can embark upon a honest exploration of the book is core styles, dissect their charming writing fashion, and yield to the strong resonance it evokes heavy within the recesses of readers hearts.

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