

CIPS

L4M8 Exam

CIPS Certification

Questions & Answers

(Demo Version - Limited Content)

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Question: 1

Which sector most frequently uses invitation to tender?

Answer: The public sector uses tenders a lot more in the working environment than private sector.

Explanation:

Page 9:

RESPONSE:

The public sector uses tenders a lot more in the working environment than private sector.

Question: 2

How can procurement professionals select suppliers?

Answer: Refer to the question column for response

Explanation:

Name of company: Full power projects

Business: Project management training and consultancy

If an organization is sourcing an asset that is readily available or mass produced then the cost associated with the design and manufacturing will be lower percentage of the total cost than if an organization commissions a bespoke piece of equipment to be designed and manufactured.

The following are a list of assets owned by fullpower projects.

Standard/off the shelf (Mass produced)

Projector from a shop-displayed files and document jackets from marketDesks and furniture

Bespoke/specialist - white board and marker
With extra, e.g. made with company color

Gift/ sovereign (bags and T. shirt) with coup any label, color and design

Question: 3

Create a list of assets of a company with which you're familiar and divide them into standard andbespoke categorizing.

Answer: Refer to the question column for response

Explanation:

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Question: 4

Describe three types of fraud that could occur within the supply chain of an organization with which you are familiar.

Answer: Refer to the question column for response

Explanation:

68 Page 199: (81) Apply

Fraud occurs when a person acts deliberately to secure monies from another party through dishonest method. Within the supply chain of an organization, fraud can represent itself in the following ways:

1. Kickbacks: e.g. (commission given to a bribe taker for service perform)
 2. Corrupt influence (e.g ordering more than what is required)
 3. Collusion: (group of suppliers working together to submit multiple bids and split profit.
 4. Bid Rigging (a contract is informally agreed with a chosen supplier prior to the official process
 5. invoicing fraud
 6. Substitution (submitting products that are below the required quality
 7. False claims (files false document)
-

Question: 5

How does positive social impact present itself?

Answer: Organizations which display good behavior create a positive social impact. The community in which they are based and to which they supply will benefit from the following.

1. High employment
2. Fair wages
3. low pollution
4. sustainable resources
5. Engagement and movement with local organization

Explanation:

91 Page 244: (105)- check

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