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Question 1

Question Type: MultipleChoice

A publication which sets out how the buying organisation wishes to trade with suppliers, including, for example, standard terms and conditions of business, packaging and transportation requirements, as well as, for example, delivery requirements. This is called a:

Options:

- A- Supplier manual
- B- Warehouse manual
- C- Procurement manual
- D- Purchasing manual

Answer:

A

Explanation:

The supplier manual will advise suppliers how they should interact with the buying organisation.

A procurement manual will tell people inside the organisation what they need to do to be buying effectively - a buyer's rulebook, effectively. Similarly for a purchasing manual, and fairly obviously, a warehouse manual will provide guidance on how things should be done inside a warehouse.

Question 2

Question Type: MultipleChoice

Thinking about the PESTEL model, under which heading would ageing society most readily fall?

Options:

- A- Technological
- B- Socio-cultural
- C- Environmental
- D- Legal

Answer:

B

Explanation:

Socio-cultural, with the subset being demographic (or indeed for some writers, demographic would form a heading in itself, so STEEPLD)

Question 3

Question Type: MultipleChoice

Which one of the following is not part of John Adair's 'action-centred leadership' model?

Options:

- A- Task
- B- Individual
- C- Team
- D- Product

Answer:

D

Explanation:

Product is not included in Adair's model.

Adair's simple model is great and can be a useful way of seeing things in the real world. Learn it.

Individual, task, team - what could be simpler?

Question 4

Question Type: MultipleChoice

'Using resources to a more productive effect, either by producing more output with the same re-source, or using less resource to obtain the same output'. This is a description of:

Options:

A- Efficiency

B- Effectiveness

C- Economy

Answer:

A

Explanation:

Efficiency.

This is a clear explanation of what is meant by 'efficiency'.

Economy and effectiveness are addressed by other QUESTION NO :s in this L3 series of tests including in this subject.

Question 5

Question Type: MultipleChoice

The creation of the internet / world wide web is an illustration of what kind of turbulence within the environment?

Options:

A- Technological

B- Market

C- Competitive

Answer:

A

Explanation:

Technological turbulence creating in its turn, both competitive and market turbulence.

Question 6

Question Type: MultipleChoice

Thinking about the PESTEL model, under which category would climate change most suitably fall?

Options:

- A- Environmental
- B- Legal
- C- Economic
- D- Socio-cultural

Answer:

A

Explanation:

Environmental - a rather straightforward question and answer.

Question 7

Question Type: MultipleChoice

In the Kubler-Ross Change Cycle, two of the elements can be combined to form one, which is called 'acceptance'.

Which two elements combine into this notion of 'acceptance'?

Options:

- A- Denial
- B- Decision
- C- Depression
- D- Experimentation

Answer:

B, D

Explanation:

'Experimentation' (experimenting with the change) and 'Decision' (essentially deciding to accept the change) together form 'acceptance'.

Question 8

Question Type: MultipleChoice

According to CIPS, procurement and supply management for CIPS members is a(n) (choose best fit):

Options:

A- Academic subject

B- Skill

C- Harmless activity

D- Profession

Answer:

D

Explanation:

CIPS regards procurement as a profession, and encourages members to describe it in that way.

Procurement should be regarded as a profession in the same way that lawyers and accountants are regarded as professionals.

Question 9

Question Type: MultipleChoice

Thinking of the cultural web, which of the following refers to events or routines which take place, and really matter to the people involved?

Options:

- A- Rituals
- B- Stories
- C- Control systems
- D- Symbols

Answer:

A

Explanation:

Rituals.

Might be a regular team meeting; or a pub / sports evening with colleagues. Might be a monthly 'em-ployee of the month' award. Something which binds the employee to the organisation - in a nice way, one hopes.

I spent some time in France and marvelled how a colleague or senior person would go round and shake hands with every colleague in the morning - almost a kind of respectful 'thank goodness we survived the night' daily event. I thought how poor the British are not to have that ritual - I still do think that.

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