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## Question 1

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**Question Type:** MultipleChoice

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Which of the following best describes a technique for analysing the wider external environment?

### Options:

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- A- Porters five force analysis
- B- Value chain analysis
- C- Multiple regression analysis
- D- PEST analysis

### Answer:

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D

## Question 2

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**Question Type:** MultipleChoice

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When conducting a supplier appraisal on a potential supplier of a strategic item, which of the following gives the best indication as to the continuity of supply?

**Options:**

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- A- Financial profitability
- B- Financial liquidity
- C- Technical and commercial innovation
- D- Persuasive selling techniques.

**Answer:**

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B

## Question 3

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**Question Type: MultipleChoice**

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An organization buys critical components from a supplier that has a monopoly in the market. Which of the following best describes the transaction of the buying organization?

**Options:**

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- A- Nuisance
- B- Transactional
- C- Reactive
- D- Bottleneck

**Answer:**

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A

## Question 4

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**Question Type: MultipleChoice**

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Porter's Five Forces analysis is mainly concerned with which of the following?

**Options:**

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- A- Analyzing resource allocation within an organization

- B- Analyzing the competitive position of an organization
- C- Analyzing the balance of resource use within an organization
- D- Analyzing the distinctive competence of an organization

**Answer:**

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A

## Question 5

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**Question Type:** MultipleChoice

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'The organised, systematic study of the function of an existing material, part, component or system to identify areas of unnecessary cost' is a definition of which of the following?

**Options:**

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- A- Value analysis
- B- Best value
- C- Value for money

**D-** Value engineering

**Answer:**

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B

## Question 6

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**Question Type: MultipleChoice**

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Meeting or exceeding customer expectations is a key component of which of the following?

**Options:**

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**A-** TQM

**B-** QA

**C-** QC

**D-** ISO 14000

**Answer:**

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C

## Question 7

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**Question Type:** MultipleChoice

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With which of the following is a PEST analysis most closely associated?

**Options:**

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- A- The strengths of an organization
- B- The external threats to an organization
- C- The competitiveness of the organization
- D- The balance of resources in an organization

**Answer:**

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B

## Question 8

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**Question Type: MultipleChoice**

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Which of the following best describes core competence in relation to gaining competitive For examiners advantage?

**Options:**

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- A-** A competence that may be good enough to achieve profitability for a firm
- B-** A competence that may be replicated by other competing firms
- C-** A competence based on a distinct knowledge of customers and resource use
- D-** A competence that provides short-term tactical advantage

**Answer:**

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D



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