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Question 1

Question Type: MultipleChoice

Which of the following best describes the nature of 'damages' (in the legal sense)?

Options:

- A-** A supplier being forced by the buyer to pay for the replacement of goods that are found, upon receipt, to be damaged
- B-** The supplier being forced by the court to reimburse the buyer for costs incurred due to unsatisfactory performance of a contract by the supplier
- C-** The buyer invoking a contract clause that enables them to buy the goods from another supplier in the event of late delivery by the original supplier
- D-** A supplier being forced by a court to perform a contract in the manner and time stipulated by the buyer in the original purchase order.

Answer:

B

Question 2

Question Type: MultipleChoice

Which of the following best describes 'intention to create legal relations' under English law?

Options:

- A-** The buyer indicating that they intend to take the seller to court due to a dispute
- B-** The buyer ordering goods from the seller by means of a written purchase order
- C-** The buyer receiving written confirmation of a purchase order from the seller
- D-** The buyer and seller understanding that their agreement is enforceable in law.

Answer:

A

Question 3

Question Type: MultipleChoice

Which of the following best describes a 'retention clause'?

Options:

- A-** A contract clause stating that the buyer will withhold a percentage of the sum owing to the supplier for a certain time period to ensure satisfactory completion of the contract
- B-** The buyers company delaying payment of an invoice in order to earn interest on the money thus being retained
- C-** An agreement whereby the buyer and seller agree that the buyer shall pay certain percentages of the contract price in line with agreed percentages of the job having been completed
- D-** A contract clause that states that the seller will retain title to the goods until the buyer has paid the invoice in full.

Answer:

A

Question 4

Question Type: MultipleChoice

Which of the following best describes 'retrospective discount'?

Options:

- A- A discount given by a seller to a buyer because of the business gained from that buyer over many years
- B- A discount given by a seller to a buyer based on the cumulative quantity of items purchased during a time period (usually 1 year)
- C- A discount given by a seller to a buyer because the buyer is a commercial client as opposed to a private individual
- D- A discount given by a seller to a buyer as a result of post-tender negotiation following the submission of a quotation.

Answer:

C

Question 5

Question Type: MultipleChoice

Which of the following best describes the essential nature of contract management?

Options:

- A- Expediting or 'progress chasing" particularly when goods ordered are late in arriving
- B- Ensuring that a legally binding contract is formed in the first place with particular attention to contract terms
- C- A process that ensures that the contract is performed to a standard that fully meets the objectives and expectations of the buyer

D- Taking legal action in the event of a supplier not performing to the standard stated in the contract.

Answer:

D

Question 6

Question Type: MultipleChoice

Which of the following is the stipulation of the Sale of Goods Act (1979) regarding 'description'?

Options:

- A-** The buyer must always provide a full description of the goods required on all documentation sent to the seller
- B-** The seller must always provide a full description of the goods in all documents such as brochures or catalogues
- C-** The goods supplied must always correspond to their description when there is a sale by description
- D-** The goods supplied must always correspond to the description provided by the buyer in the request for quotation.

Answer:

D

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