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# Question 1

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**Question Type:** MultipleChoice

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Accurate specification of requirements along with suitable-chosen quality standards is most likely to influence which of the five Rights?

**Options:**

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A- Quality

B- Time

C- Quantity

D- Price

E- Place

**Answer:**

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A

**Explanation:**

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Quality.

Specification is fundamental to receiving the right quality.

Standards can be seen as a form of specification intended for recurrent use (Lysons)

## Question 2

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**Question Type:** MultipleChoice

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The objective of value engineering has been described as:

**Options:**

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- A- Doing more with the same
- B- Doing more with less
- C- Doing more with more
- D- Doing more with your time

**Answer:**

---

B

**Explanation:**

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Value engineering, like value analysis, but at the design stage, seeks to create at least as great an output, but with fewer components / inputs.

**Question 3**

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**Question Type: MultipleChoice**

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Thinking in accounting terms, when the cost does not match the budget figure, there could be said to be a:

**Options:**

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- A- Discrepancy
- B- Variety
- C- Variance
- D- Error

**Answer:**

---

C

**Explanation:**

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Actual cost and budgeted costs may / will vary. Examples might include materials variances and labour variances.

## Question 4

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**Question Type:** MultipleChoice

---

Use of competition is most obviously going to influence which of the following 'rights'?

**Options:**

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A- Revenue

B- Time

C- Price

**D-** Place

**Answer:**

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C

**Explanation:**

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All aspects of an acquisition may be impacted by the use of competition - normally favourably - but the one we are most likely to see immediate impact on is 'price'.

## Question 5

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**Question Type:** MultipleChoice

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Cause and effect diagrams, also known as Ishikawa diagrams, are sometimes also known, because of their shape, as:

**Options:**

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**A-** Funny bone

**B-** Wishbone

**C-** Tailbone

**D-** Fishbone

**Answer:**

---

D

**Explanation:**

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Fishbone diagram.

## Question 6

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**Question Type:** MultipleChoice

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'In any series of elements to be controlled, a selected small factor in terms of number of elements almost always accounts for a large factor in terms of effort'. Which well-known principle is being described here?

**Options:**

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A- Plato

B- Machiavelli

C- Pareto

D- Socrates

**Answer:**

---

C

**Explanation:**

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This is the Pareto Principle, which can be invaluable as a guide for any procurement person, or any manager.

The other names shown here are those of other well-known thinkers, all much earlier than Pareto.

## Question 7

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**Question Type:** MultipleChoice

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A common term to describe an approach to settling contractual disagreements:

**Options:**

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- A- Alternative dispute resumption
- B- Alternative dispute discussion
- C- Alternative hypothesis
- D- Alternative dispute resolution

**Answer:**

---

D

**Explanation:**

---

Alternative dispute resolution (ADR)

The other terms shown are irrelevant / fictional.

## Question 8

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**Question Type: MultipleChoice**

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The abbreviation 'PDCA' represents the words:

**Options:**

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- A- Plan do check assess
- B- Purchase do check act
- C- Procure, distribute to customers actively
- D- Plan do check act

**Answer:**

---

D

**Explanation:**

---

The Plan-Do-Check-Act cycle, attributed to Deming, stresses the need for action in improving quality. Plan Do Check and Assess would have been close to the correct answer, but not quite close enough.

The other responses shown here are simply made up to fit the letters.

## Question 9

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**Question Type:** MultipleChoice

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'Effectiveness is measured in terms of achieving an ...'

### Options:

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- A- Objective
- B- Object
- C- Obstacle
- D- Obstruction

### Answer:

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A

### Explanation:

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Achieving an objective.

There is an implication that it should be the right objective.

## Question 10

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**Question Type:** MultipleChoice

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'It is important to remember that XXX customer service has a knock-on effect on YYY customer service'. What are the missing two words?

### Options:

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- A- Competitor, market
- B- Internal, external
- C- Legal, financial
- D- Procurement, marketing

### Answer:

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B

### Explanation:

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This is the notion that the way people behave (and are treated) inside the organisation is likely to reflect the way they behave to others outside the organisation.

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