



**Free Questions for L3M4 by dumpshq**

**Shared by Spencer on 12-03-2024**

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# Question 1

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## Question Type: MultipleChoice

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Responsibilities within a procurement function can be split into strategic, tactical or operational. Which of the following would usually be seen as operational? Choose two.

### Options:

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- A- Preparing purchase orders
- B- Establishing long-term partnership relations with key suppliers
- C- Expediting
- D- Preparing specifications

### Answer:

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A, C

### Explanation:

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Establishing long-term relationships can be seen as a strategic activity; preparing specifications is tactical work; issuing POs and expediting are normally operational activities.

## Question 2

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**Question Type:** MultipleChoice

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Thinking about PEST, etc: under which heading would exchange rates and inflation fit?

### Options:

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- A- Political
- B- Technological
- C- Economic
- D- Social

### Answer:

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C

### Explanation:

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Economic.

Although there may be some political input which may have an effect on exchange rates and inflation, the primary heading is obviously 'economic'.

## Question 3

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**Question Type:** MultipleChoice

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'A person who solves difficult problems with original and creative ideas'. From the Belbin 'problem solving / thinking' section:

**Options:**

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**A-** Plant

**B-** Monitor / evaluator

**C-** Specialist

**Answer:**

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A

### **Explanation:**

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The answer is the 'Plant'. The creativity and originality is what the Plant is renowned for.

The other answers offered may be covered in other question.

## **Question 4**

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### **Question Type: MultipleChoice**

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A process by which a person's abilities are gradually developed -- a lifelong process -- could be de-scribed as:

### **Options:**

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- A-** Self-development
- B-** Self-awareness
- C-** Self-interest
- D-** Self-service

**Answer:**

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B

**Explanation:**

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It may be in our own self-interest to develop self-awareness and realise we need self-development.

The correct answer is self-development.

## Question 5

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**Question Type:** MultipleChoice

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The letters 'BPR' stand for:

**Options:**

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**A-** Business Project Re-engineering

**B-** Business Process Re-engineering

**C-** Business Procurement Re-engineering

**D-** Business People Re-training

**Answer:**

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B

**Explanation:**

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Business Process Re-engineering is the correct answer.

As far as I am aware, the other terms do not exist. They are 'red herrings'.

## Question 6

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**Question Type:** MultipleChoice

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'All procurement requirements valued at more than \$100,000 must be competitively tendered, and any contracts arising therefrom must be signed by the Procurement Director'. This is an example of a:

### Options:

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- A- Procurement threshold
- B- Minimum order quantity
- C- Standard contract term
- D- Statute

### Answer:

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A

### Explanation:

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This is an example of a procurement threshold.

Below the threshold, one set of actions; above the threshold, another set of actions.

As an aside, one relatively common and undesirable practice is to 'disaggregate' a requirement - break a requirement down into smaller units, to avoid having to conform with the rule. Such behaviour, can be, in some situations, be unlawful, and can bring an organisation and possibly the individuals concerned into disrepute.

I hope you can see why it is none of the other answer options available.



## Question 7

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**Question Type:** MultipleChoice

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Workers are naturally lazy. They lack ambition. They must be controlled.

### Options:

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**A-** Theory X

**B-** Theory Y

### Answer:

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A

### Explanation:

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Theory X.

One needs to simply memorise which is which.

A worker dislikes being at work.

(I try)



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