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**Questions & Answers PDF**

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# Latest Version: 6.0

## Question: 1

'The act of drawing the attention of someone in authority, to an alleged instance of unethical conduct', is called:

- A. "Whistle stopping"
- B. "Whistleblowing (Correct)"
- C. "Whistling in the wind"
- D. "Wetting one's whistle"

**Answer: B**

Explanation:

Whilst alerting senior managers to wrongdoing within the organisation may be whistling in the wind, requiring one to wet one's whistle afterwards, the term for this increasingly common practice in organisations is 'whistleblowing'.

## Question: 2

Disclose, distance, delegate, ...?

- A. "Discriminate"
- B. "Dislocate"
- C. "Disassociate (Correct)"
- D. "Discombobulate"

**Answer: C**

Explanation:

Disassociate is the correct answer.

This is the 4 D's model of how to deal with a conflict of interest.

'Discombobulate' means to disconcert or confuse, as if you didn't know.

## Question: 3

The objective of value engineering has been described as:

- A. "Doing more with the same"
- B. "Doing more with less (Correct)"

- C. "Doing more with your time"
- D. "Doing more with more"

**Answer: B**

Explanation:

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: 4

The time between recognition / origin of the need; through to usage or consumption is described as:

- A. "User's lead time"
- B. "Seller's lead time"
- C. "True / total lead time (Correct)"
- D. "Maker's lead time"
- E. "Procurement lead time"

**Answer: C**

Explanation:

There are different views of 'lead time'; in part depending on where you are standing. The question refers to total lead time, sometimes referred to as 'true' lead time.

The other lead times all exist, in the eyes of the various parties to any particular transaction.

One should note that the internal lead time (ie within the buying organisation) is often much longer than the external lead time. The idea that 'procurement' or suppliers take a long time to process a requirement can be illusory.

### Question: 5

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

- A. "Place"
- B. "Revenue"
- C. "Price (Correct)"
- D. "Time"

**Answer: C**

Explanation:

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: 6

The abbreviation 'KPI' stands for:

- A. "Key performance indicator (Correct)"
- B. "Key performance inducement"
- C. "Key procurement indicator"
- D. "Key performance improvement"
- E. "Key personnel insurance"

**Answer: A**

Explanation:

Key performance indicator, designed to monitor a small number of critically-important aspects of supplier performance, indicated within a contract or a service level agreement as part of a contract.

## Question: 7

The abbreviation 'SOP' stands for:

- A. "Standard office procedure"
- B. "Standard operations process"
- C. "Standard operating procedure (Correct)"
- D. "System operating perfectly"

**Answer: C**

Explanation:

Standard operating procedure.

A set of step-by-step instructions to direct employees how to perform routine operations (Profex Publishing).

## Question: 8

Giving or taking a payment of money to induce a person to act in breach of trust and do something they should not do is called:

- A. "Extortion"
- B. "Fraud"
- C. "Embezzlement"
- D. "Bribery (Correct)"

**Answer: D**

Explanation:

Procurement professionals may be faced with offers of gifts including money in return for awarding contracts to a particular bidder, or similar. This is an attempt at bribery, which is illegal in most countries, and would be a breach of the CIPS Code of Conduct if the buyer were to accept. Anti-bribery legislation in countries such as the UK and US extends across borders, and penalties for breach of this legislation can include imprisonment.

### Question: 9

'EBI' stands for:

- A. "Ethical business interest"
- B. "Eager buyer involvement"
- C. "Earnest business interest"
- D. "Early buyer involvement (Correct)"

**Answer: D**

Explanation:

Early buyer involvement

### Question: 10

A product of less-than-satisfactory quality might be said to have a:

- A. "Effect"
- B. "Defect (Correct)"
- C. "Reject"
- D. "Affect"

**Answer: B**

Explanation:

The product has a defect; it might be rejected, then it would be a reject. The effect of this might be that it would affect profitability.