

Exam Name - Certified International Procurement and Supply (CIPS)[™]

Sample Exam

1. Which of the following best describes the procurement cycle?

- A. A financial budgeting process
- B. A continuous improvement loop in manufacturing
- C. A series of steps from identifying needs to contract closure
- D. A set of marketing activities to promote procurement

Answer **C**

2. What is the primary purpose of a Request for Quotation (RFQ)?

- A. To form a legally binding contract
- B. To invite suppliers to tender in a restricted procedure
- C. To obtain pricing and delivery information from suppliers
- D. To evaluate internal resource availability

Answer **C**

3. Which of the following is a strategic procurement activity?

- A. Raising purchase orders
- B. Arranging logistics
- C. Invoice reconciliation
- D. Supplier relationship development

Answer **D**

4. What is a key principle of sustainable procurement?
- A. Always buying the cheapest product
 - B. Eliminating competition in sourcing
 - C. Minimizing environmental and social impact
 - D. Selecting suppliers solely based on past performance

Answer **C**

5. Which international standard promotes environmental management?
- A. ISO 14001
 - B. ISO 9001
 - C. ISO 26000
 - D. ISO 45001

Answer **A**

6. What is the main purpose of a service level agreement (SLA)?
- A. Outline marketing requirements
 - B. Define the level of service expected
 - C. Specify payment terms
 - D. Describe internal stakeholder roles

Answer **B**