

QUICK ASSIST
FOR L4M8



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What is L4M8 About

- ▶ You have already done it!
- ▶ CIPS State it “This module is designed as a summary module, drawing on the knowledge and skills developed in M1 to M7 and applying these in a work context”
- ▶ Therefore, its nothing “new” to learn
- ▶ It's applying what you have already studied

Past Questions

Month	Q1	Q2	Q3	Q4
May-24	Procurement Cycle stages	Contract award	Purchase price and WLAM	KPIs for sustainability
Mar-24	Procurement Cycle stages	Contract implementation	Whole life asset management	Positive social impact
Nov-23	Contract management	Supplier identification and appraisal	Decommissioning and Disposal	Ethical and Responsible Sourcing
Jul-23	Defining needs	Express terms	Total cost of acquisition	CIPS Code of Conduct
May-23	Stages of procurement cycle	Supplier selection criteria	Whole life assets management	Improving organization's ethical performance
Mar-23	Procurement Cycle stages	Contract clauses	Whole-life assets management	Impacts of ethical matters on the process and the market
Nov-22	Market analysis	Supplier selection criteria	Hidden costs	Supplier monitoring with ethical focus
July-22	Key stages of procurement cycle	Added value of sourcing process stage	Elements of whole life asset management	Ethical and responsible sourcing
May-22	Procurement Cycle	Model forms contract	Whole life cost	Ethical sourcing
Mar-22	Early supplier involvement	Effective contract management	WLAM costs	Ethical sourcing solution

Learning Outcome 1: Demonstrate the application of the procurement cycle

- ▶ CIPS Procurement Cycle
- ▶ Stages of sourcing
- ▶ Defining Needs
- ▶ Market
- ▶ All the stuff from L4M1 LO2 and L4M2 essentially

KEY MODELS / GURUS

Product Life Cycle

Ansoff Matrix

Carters 10 C's

Relationship Spectrum

Supplier Preferencing Model

Stakeholder Matrix

Porters 5 Forces

SWOT

Steeple

Learning Outcome 2: Demonstrate the application of the key stages of the sourcing process

- ▶ Trickier learning outcome as more wide ranging
- ▶ Terms, Contract Award, Supplier Selection, model form contracts seem to be common themes
- ▶ But again, you could just say these are stages of the procurement cycle again
- ▶ Use these stages of the cycle to focus your thinking and answer

KEY MODELS / GURUS

OACIC - Offer, acceptance, consideration, Intention, Capacity

Liquidity Ratios

Handys 4 Dimensions of Culture

Kraljic

Pareto ABC

Ohno'S 7 wASTES

Learning Outcome 3: Demonstrate the application of whole life asset management

- ▶ Focus is on whole life asset management
- ▶ This is in L4M7 and a lot within L4M2
- ▶ Again, think of the cycle and processes/implications of whole life asset management
- ▶ Issues around INCO terms, currencies, think of the obvious and explain things well

KEY MODELS / GURUS

Hofstede's Cultural Dimensions

Belbin's Team Roles

Tuckman's Stages of Team Development

Learning Outcome 4: Demonstrate the application of environmental, social and governance principles in a range of sectors and industries

- ▶ Ethical sourcing
- ▶ KPIs
- ▶ CIPS Code of Conduct
- ▶ You can apply the code of conduct in how you ensure ethical standards perhaps!
- ▶ Remember ILO, UN Declaration etc
- ▶ This is the “fluffy” learning outcome most of which has been undertaken in ever module to some degree you have already done
- ▶ Remember CIPS Code of Conduct can really assist whatever the question

KEY MODELS / GURUS

UK bribery Act
CIPS Code of Conduct
French & Ravens Power Model
Nolans 7 Principles
Triple Bottom Line
Kaplans Balanced Scorecard

Summary

- ▶ Have confidence
- ▶ It is everything you have already done from M1 to M7
- ▶ Ensure you have great exam technique (see www.youngprocurement.co.uk for more on this)