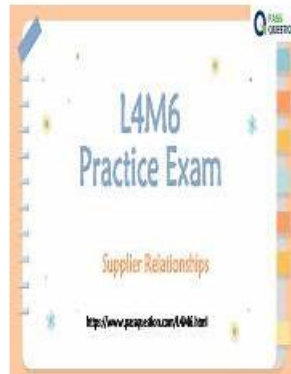


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CIPS Supplier Relationships Sample Questions (Q229-Q234):

NEW QUESTION # 229

A large manufacturer is reviewing its most important supplier relationships and is considering introducing a partnership approach with its top-tier suppliers. Which of the following characteristics will this approach incorporate, compared to a more traditional contracting arrangement?

- A. A one-off annual performance review
- B. An adversarial negotiated pricing arrangement
- C. Only the supplier's performance is measured
- **D. A risk-sharing approach between the parties**

Answer: D

Explanation:

Partnership arrangements promote shared responsibility and joint ownership of outcomes. CIPS highlights that partnerships typically involve:

- * Shared risks and rewards
- * Joint performance measurement
- * Continuous performance review
- * Collaborative problem resolution

Traditional contracts often place risk entirely on the supplier, rely on adversarial pricing, and use infrequent reviews. Therefore, risk sharing is a defining feature of a partnership.

L4M6 Reference:

- * Learning Outcome 3: Understand approaches to managing supplier relationships
- * Topic: Partnership characteristics and governance
- * CIPS L4M6 Study Guide - Risk allocation and collaboration

NEW QUESTION # 230

A partnership relationship in portfolio analysis is appropriate for which category of procurement?

- A. Tactical acquisition
- B. Tactical profit
- **C. Strategic critical**
- D. Strategic security

Answer: C

Explanation:

Partnership relationships are typically used for strategic critical items where the product is essential to operations, and the supplier's input significantly impacts success. These relationships are nurtured through mutual trust and collaboration to mitigate supply risk and ensure long-term value.

NEW QUESTION # 231

A software developer is seeking to develop a new fitness trends app. They are looking to create a contract with a fitness expert to give advice on the type of changing fitness trends. What agreement should the app developer aim to achieve?

- A. Traditional contracting relationship
- B. Quality-based relationship
- C. Cost-based relationship
- **D. Partnering relationship**

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

In scenarios requiring specialized expertise and collaborative input, a partnering relationship is most appropriate. This type of relationship fosters close cooperation, shared goals, and mutual trust, enabling both parties to contribute effectively to the project's success.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 232

A comprehensive approach to managing the termination of a contractual relationship would include ...

- **A. Setting remedies and compensation for contractual breaches**
- B. Setting aside the value of existing work done by both parties
- C. Attacking the personalities, not the problem
- D. Giving qualitative feedback only

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

Effective contract termination involves addressing any breaches through agreed-upon remedies and compensation. This ensures that both parties are treated fairly and that any disputes are resolved in accordance with the contract terms.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 233

Which of the following are Intellectual Property Rights that you would encounter in procurement and supply contracts? Select THREE.

- **A. Copyright**
- B. Method Statements
- C. Risk Assessments
- **D. Trademark**
- **E. Patents**

Answer: A,D,E

Explanation:

Intellectual Property Rights include; Patents, Copyright, Trademarks and Trade Secrets. P.114

NEW QUESTION # 234

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