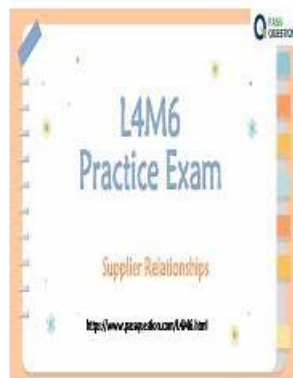


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## CIPS Supplier Relationships Sample Questions (Q110-Q115):

### NEW QUESTION # 110

A university based in Europe has an objective to increase the number of students coming from the United States of America (USA). The university appoints a consultant with specialist knowledge of the USA market and has issued them with a performance-based specification. Which of the following is a characteristic of a performance specification?

- A. It encourages innovation from the supplier
- B. It provides details of how the services must be carried out
- C. It enables the buyer to detail technical information
- D. It ensures the supplier must conform with the specification

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation:

A performance specification outlines the desired outcomes or results without prescribing the exact methods to achieve them. This approach allows suppliers the flexibility to use their expertise and creativity to meet the buyer's requirements, thereby encouraging innovation.

Reference:

CIPS Procurement Specifications Guide

### NEW QUESTION # 111

A garden centre has recently purchased some lollypop sticks to use as plant labels. The staff have written the name of the plant on the lollypop stick and put it next to the plant. This helps them identify which plant is which. However, after a couple of weeks, the lollypop sticks have become mouldy and the writing has faded. Staff are now struggling to identify their plants. The Manager of the garden centre is considering returning the lollypop sticks and asking for a full refund as they were not fit for purpose. Can the Manager do this?

- A. No- as this was not the lollypop sticks intended purpose
- B. No- the manager cannot prove that the product is faulty
- C. Yes- the lollypop sticks have gone mouldy- this is unacceptable
- D. Yes- so long as the manager kept the receipt

**Answer: A**

Explanation:

The correct answer is 'no- as this was not the lollypop sticks intended purpose'. When deciding if something is fit for purpose, you must consider its intended and common purpose. In this case it would be for making lollypops. As the garden centre is using them for something other than their intended purpose, they can't complain if it doesn't work. Fit for purpose is discussed on p.65 p.s. there's a Question: like this in the real exam - it's just not lollypop sticks ; )

### NEW QUESTION # 112

Is it correct to suggest that the sole objective of partnership sourcing is to achieve the lowest acquisition cost?

- A. No, because partnership sourcing considers 'lowest acquisition cost' together with aspects of supplier partnerships
- B. Yes, the concept of 'lowest acquisition cost' focuses on collaboration just like partnership sourcing does
- C. No, partnership sourcing is not applicable in one-off capital purchases where the concept of 'lowest acquisition cost' applies
- D. Yes, because the concept of 'lowest acquisition cost' ignores the quoted price and focuses on long-term cost factors

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation:

Partnership sourcing is a strategic approach that emphasizes long-term collaboration between buyers and suppliers to achieve mutual benefits. While achieving a competitive acquisition cost is a component, it is not the sole objective. Partnership sourcing also focuses on:

\* Quality Improvement: Ensuring that products or services meet or exceed quality standards.

\* Innovation:Collaborating on new product development and process improvements.

\* Risk Management:Sharing information to anticipate and mitigate risks.

\* Supply Chain Efficiency:Streamlining processes to reduce lead times and inventory levels.

Therefore, while cost is important, partnership sourcing encompasses a broader range of objectives aimed at creating value for both parties.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 113

Lion Manufacturing is about to enter into a partnership with Penguin Logistics, who will provide delivery to and from Lion Manufacturing's factories and warehouses. In this relationship, what type of negotiation strategy should Lion manufacturing use?

- A. lose: lose
- **B. win: win**
- C. win: lose with the supplier winning
- D. win: lose with the buyer winning

**Answer: B**

Explanation:

partnerships are always win: win p.7

### NEW QUESTION # 114

At what stage of the relationship cycle could you use Carter's 10 Cs?

- A. segmentation and risk management
- B. development and innovation
- C. on-boarding
- **D. qualification**

**Answer: D**

Explanation:

Carter's 10 Cs are a way to qualify (aka shortlist) a supplier. See p.11 for more details on this and p.10 for the stages of the relationship cycle.

### NEW QUESTION # 115

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