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## CIPS Supplier Relationships Sample Questions (Q138-Q143):

### NEW QUESTION # 138

A supplier wishes to develop a new blood collection system for healthcare but needs to work with a clinical expert to develop the device. Why would a partnership be the best approach?

- A. To gain market share
- B. To keep costs down
- C. Because it is a low-risk supply
- D. It is a technically complicated supply

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation:

Developing a new blood collection system is a complex task that requires specialized knowledge and expertise. A partnership allows the supplier to collaborate closely with a clinical expert, combining their respective strengths to innovate effectively. This collaborative approach is essential for technically complicated supplies where joint development efforts can lead to better outcomes.

Reference:

CIPS L4M6 Study Guide

**NEW QUESTION # 139**

An automotive company has hired Tom as the procurement manager. Tom is to manage a team of two people who have worked in the department for a number of years. Conflict exists between the two members of staff due to an overlap of responsibilities. Which of the following processes would be most appropriate for Tom to use to reduce this conflict?

- A. Tom could avoid mentioning the conflict and hope that it is resolved without action
- B. Tom could restructure the team so both members do not have to work together
- C. Tom could hire an additional member of staff to take on some of the duties
- D. Tom could arrange a meeting and set performance targets for each member

**Answer: D**

Explanation:

Arranging a meeting to clarify roles and setting performance targets provides clear expectations and encourages accountability. This aligns with CIPS guidelines on managing conflicts through constructive engagement.

**NEW QUESTION # 140**

ABC is a company which sources a vital component from a supplier. There are only a few suppliers in the industry and without this component, ABC would not be able to produce their final product. What type of relationship should ABC seek to develop with their supplier?

- A. arms length
- B. outsource
- C. transactional
- D. strategic alliance

**Answer: D**

Explanation:

As the component is vital to their business, ABC should seek a collaborative relationship with the supplier. There are three types of collaborative relationship (co-dependency, partnership and strategic alliance). Of these only strategic alliance is given as an option.

Remember - strategic purchase = collaborative relationship with supplier. There are many questions on the Relationship Spectrum on the exam. See p.5 for more details

**NEW QUESTION # 141**

Which of the following is not a stage in the relationship life-cycle?

- A. on-boarding
- B. design the specification
- C. qualification
- D. performance management

**Answer: B**

Explanation:

Designing the specification is not a stage in the relationship cycle- this would be done before the relationship begins. There are 6 stages of the relationship cycle; on-boarding, qualification, segmentation and risk management, performance management, development and innovation, phase out. P.13

**NEW QUESTION # 142**

Which of the following are considered part of the '5 Rights of Procurement'? Select THREE.

- A. quality
- B. place
- C. focus
- D. cost
- E. time

**Answer: A,B,E**

Explanation:

The 5 Rights of procurement are; place, quality, quantity, time, price. (Price and Cost are not the same thing).

See p.38

**NEW QUESTION # 143**

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