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CIPS Supplier Relationships Sample Questions (Q140-Q145):

NEW QUESTION # 140

Which of the following are primary activities, according to Porter's Value Chain? Select THREE.

- A. Human Resources
- B. Procurement
- C. Inbound Logistics
- D. Marketing and Sales
- E. Operations

Answer: C,D,E

Explanation:

This Question: refers to

Porter's Value Chain (p.35). There's a couple of questions on this in the exam so try to learn it. Primary activities are; inbound logistics, operations, outbound logistics, marketing and sales, after sales- service

NEW QUESTION # 141

In public sector procurement, according to EU legislation, certain items must be procured via open- competition. What type of items are these?

- A. Items of high value
- B. Items that are produced by lots of suppliers
- C. Items that are imported from outside the EU
- D. Items of strategic importance

Answer: A

Explanation:

The correct answer is 'items of high value'. This links into the EU procurement principle of 'Proportionality' meaning that the procurement process must be proportionate to the value of the contract. Therefore, high value contracts must be procured via competition. What is considered 'high value' is decided by 'thresholds'.

These are amended every 2 years to account for inflation etc, but you don't need to know what the thresholds are for this exam P.75

NEW QUESTION # 142

Kirsty is designing a specification for a new contract and wants to include some qualitative KPIs for the new supplier, as well as quantitative. Which of the following could she include? Select TWO.

- A. Trust
- B. Information sharing
- C. Cost savings
- D. Early supplier involvement
- E. Deliveries in full and on time

Answer: A,B

Explanation:

The correct answers are information sharing and trust. Further qualitative KPIs are listed on p.102. Deliveries in full and on time would be a quantitative KPI and early supplier involvement is not a KPI at all.

NEW QUESTION # 143

Which of the following factors are considered when using the Kraljic Model to determine the kind of supply relationships and

sourcing approaches for a category of items? Select TWO that apply.

- A. Key performance indicators
- **B. The market structure**
- C. Supplier pre-qualification
- **D. The level of spend**
- E. The type of tendering

Answer: B,D

Explanation:

Comprehensive and Detailed Explanation:

The Kraljic Matrix is a strategic tool used to segment the supply base and develop differentiated purchasing strategies based on two key dimensions:

* Profit Impact (Level of Spend): This refers to the financial significance of the item or service to the organization. High expenditure items have a greater impact on profitability and thus require more strategic sourcing approaches.

* Supply Risk (Market Structure): This pertains to the complexity and dynamics of the supply market, including factors like the number of suppliers, market competitiveness, and potential for supply disruptions. Understanding the market structure helps in assessing the risk associated with sourcing particular items.

By analyzing these two factors, organizations can categorize their purchases into four quadrants-non-critical, leverage, bottleneck, and strategic items-and tailor their sourcing strategies accordingly.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 144

Which of the following are correct statements with regards to a joint venture and with regards to a strategic alliance? Select TWO that apply.

- A. A strategic alliance creates a new company formed between the partners
- **B. In a joint venture, a new company is formed between the partners**
- C. A strategic alliance is a permanent arrangement
- **D. A strategic alliance is managed by both partners**
- E. A joint venture is also known as vertical integration

Answer: B,D

Explanation:

Comprehensive and Detailed Explanation:

* Statement B: A strategic alliance is an agreement between two or more parties to pursue a set of agreed-upon objectives while remaining independent organizations. It is typically managed jointly by the partners to achieve mutual benefits without forming a new legal entity. Wikipedia

* Statement C: In a joint venture, two or more parties create a new, separate legal entity by contributing equity, and they share in the revenues, expenses, and control of the enterprise. This new company is formed to undertake specific business activities.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 145

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