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CIPS Supplier Relationships Sample Questions (Q113-Q118):

NEW QUESTION # 113

The ABC Analysis, also known as the Pareto Analysis, is a technique that can be used by procurement to which purpose?

- A. supplier positioning
- B. cost engineering
- C. cost analysis
- D. relationship spectrum

Answer: A

Explanation:

ABC / Pareto is a "Portfolio Analysis Technique to assess the relationships in a supply chain". This, along with the Kraljic Matrix are two examples of "Supplier Positioning Models". See chapter 2.1 p.17 for more details on this

NEW QUESTION # 114

In a partnership who is responsible for decision making?

- A. The supplier
- B. The project steering committee
- C. The buyer
- **D. Both the supplier and the buyer**

Answer: D

Explanation:

The correct answer is both the supplier and the buyer- joint decision making is a key aspect of partnership relationships. A project steering committee decides on priorities, suggests improvements, conducts audits etc. See p.152

NEW QUESTION # 115

A supermarket is struggling with sales and has done an analysis on its competitors. It has discovered that it has two major competitors; one provides groceries at a much cheaper price and another that provides only organic products. The supermarket has decided that it wants to continue providing groceries to a wide target audience but that it will compete by offering superior customer service. What is the supermarket's source of competitive advantage?

- A. cost leadership
- B. cost focus
- C. differentiation focus
- **D. differentiation**

Answer: D

Explanation:

This is differentiation as the target market is broad. Differentiation focus would be if the supermarket was targeting a niche market. There's a couple of questions on Porter's Generic Strategies in the exam- there's a useful diagram of this on P.13

NEW QUESTION # 116

Which of the following are typical drivers for a partnership between the buyer and the supplier? Select the THREE that apply.

- A. The product is a commodity
- B. The supplier provides the product to a buyer's competitor
- C. There are many suppliers in the market
- **D. The buyer has a high spend with the supplier**
- **E. The product is technically complex**
- **F. The product is critical for the buyer**

Answer: D,E,F

Explanation:

Drivers for partnership include a high spend with the supplier, criticality of the product, and technical complexity. These factors encourage collaboration for cost efficiency, quality improvement, and risk management. Partnerships are less likely when there are many suppliers or the product is a commodity, as competition and standardization reduce the need for close collaboration.

NEW QUESTION # 117

George is running a competition to find a supplier to install solar panels on the roof of his factory. The energy this produces will power some of the machines. Cost is an important factor, but there are also other considerations that are important such as how long the solar panels will last, and the maintenance costs if they ever break. What should George do?

- **A. Use a weighted award criteria**
- B. Run a separate tender for a company who can provide reactive maintenance to the solar panels
- C. Only invite suppliers he knows will be able to provide good quality products which won't break
- D. Evaluate the bids on price only as this is an important factor

Answer: A

Explanation:

George should use a weighted award criteria - this will allow him to judge suppliers not only on cost, but also on the quality of their products and whether or not they can provide maintenance. For example George could weight the bids in this way; 40% cost, 30% durability of the panels and 30% maintenance costs. For more information on how weighted award criteria works see p.78

NEW QUESTION # 118

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