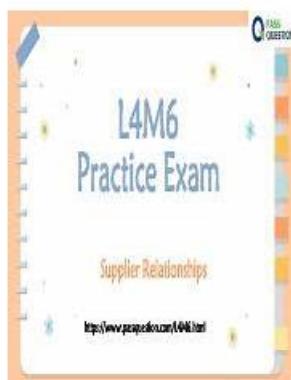


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## CIPS Supplier Relationships Sample Questions (Q231-Q236):

### NEW QUESTION # 231

The Queen Victoria is a traditional British pub which serves a range of alcoholic beverages. It has a partnership relationship with a local brewery which supplies several types of beer and cider. Logistics is a key concern for the Queen Victoria as deliveries must be made when there is room in the cellar to store the barrels of beer and cider. In what ways could the logistics risk be reduced?

- A. Sharing up-to-date information
- B. Batch ordering
- C. Issuing POs electronically.
- D. Using several suppliers instead of one

**Answer: A**

Explanation:

The logistics risk can be reduced by 'Sharing up-to-date information'. If the Pub tells the supplier when it's running low, they can then time the deliveries more accurately.

P. 136. A lot of the questions on the

'Partnerships' chapters of the book are common-sense questions like this. It involves reading the question and using logic, rather than relying on your knowledge of procurement. If you found this question easy - that's a good sign for the exam.

### NEW QUESTION # 232

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

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

**Answer: C**

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 # 233

Supplier development should be undertaken with all suppliers that a buyer uses. Is this statement TRUE?

- A. no- supplier development should only be done with strategic suppliers
- B. yes- this will improve efficiencies for the buyer
- C. yes- it is important to develop all relationships
- D. no- supplier development should only be done with tactical suppliers

**Answer: A**

Explanation:

Supplier development is time-consuming and resource-intensive so should only be done with strategic suppliers. P.14

### NEW QUESTION # 234

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

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

**Answer: A,C,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 # 235

Philip is working with a supplier where the annual spend is low but the market risk is high. What portfolio analysis category would be appropriate?

- A. Non-critical
- B. Strategic
- C. Bottleneck
- D. Leverage

**Answer: C**

Explanation:

Bottleneck items pose high risk despite low spend. Effective management of these suppliers minimizes supply chain disruptions, aligning with portfolio analysis strategies.

### NEW QUESTION # 236

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