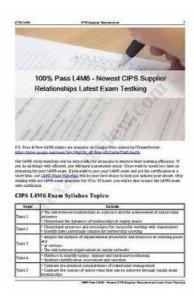
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CIPS Supplier Relationships Sample Questions (Q140-Q145):

NEW QUESTION # 140

A partnership relationship can be described as any relationship between a buyer and supplier where there is a good level of communication and both parties are happy with each other's performance. Is this statement TRUE?

- A. No- good levels of communication can exist in other types of relationships
- B. No- only strategic relationships involve good levels of communication.
- C. Yes- partnerships are the only relationship type where both parties are happy with each other's performance
- D. Yes- partnerships are characterised by strong relationships

Answer: A

Explanation:

The correct answer is 'No- good levels of communication can exist in other types of relationships'. The study guide makes a point that not all good buyer: supplier relationships are partnerships. In fact 70% on supplier relationships will not be partnerships (according to Lambert who is quoted on p.131)

NEW QUESTION # 141

Robbie is a procurement manager at a public sector organisation. He is running a tender which is worth £2m and so will advertise this on OJEU. His manager has reminded Robbie to include CPV codes on the tender. What purpose would this serve?

- A. To ensure more suppliers bid for the tender
- B. To ensure only qualified suppliers bid for the tender
- C. To ensure suppliers know the deadline for tender submission
- D. To ensure suppliers can find the opportunity

Answer: D

Explanation:

CPV codes help suppliers find opportunities they can bid for. CPV codes are a numerical classification for products e.g. Strawberry Jam is 15332296 and when they are included on a Tender, any supplier who is registered with that same CPV code will get a notification that the tender is live. CPV codes are discussed on p.72 but not in much detail- so don't worry if you don't know much about them. So long as you know the above, you'll be fine.

NEW QUESTION # 142

A procurement manager has established a project steering committee to undertake regular reviews and audits, and to ensure a successful buyer/supplier long-term partnership. The committee membership will comprise the procurement manager (chairperson), three of their cross-functional colleagues, the supplier's partnership project manager, and an independent member. Which of the following is a potential disadvantage of the proposed committee structure?

- A. The committee includes an independent member
- B. The supplier does not have equal membership in the committee
- C. The procurement manager should not be the chairperson of the committee
- D. The size of the committee is too large as there should be a limit of three members

Answer: B

Explanation:

Effective partnership governance requires balanced representation from both buyer and supplier. If the supplier has fewer members than the buyer, decision-making power becomes unequal, potentially undermining collaboration.

Which of the following relationship types would you consider using for a Main Contractor on a building construction project, who will be responsible for co-ordinating the activities of other suppliers?

- A. partnership
- B. transactional
- C. co-destiny
- D. closer tactical

Answer: D

Explanation:

in tiered supply chains, a closer-tactical relationship could be used between a buyer and a supplier who will be responsible for coordinating the activities of other suppliers (p.8 of the textbook).

NEW OUESTION # 144

A company is relocating its manufacturing base to a low-cost country and is considering a partnership with a local supplier for its key components rather than a tender process. Although there are some concerns regarding confidentiality and component competitiveness, the procurement director is recommending a partnership strategy to the board of directors. The recommendation is based on a range of advantages including, but not limited to, gaining local market knowledge. Is this a valid recommendation?

- A. Yes, as intellectual property costs will be lower in a partnership
- B. No, because confidentiality risk will be higher in a partnership
- C. Yes, as investment costs can be shared in a partnership
- D. No, local market knowledge is guaranteed in a tender process

Answer: C

Explanation:

Partnerships provide access to local market knowledge, enable shared investments, and mitigate risks associated with relocation. These advantages outweigh concerns that can be managed through strong contracts and confidentiality agreements.

NEW QUESTION #145

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