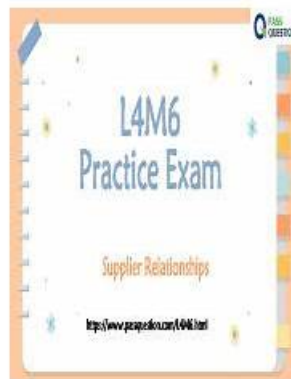


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## CIPS Supplier Relationships Sample Questions (Q160-Q165):

### NEW QUESTION # 160

Fashion buyer Kamal Sumai is working closely with a key overseas supplier and is monitoring and forecasting cost volatility within the fabric market. Kamal has decided it is the right time to raise a purchase order with his supplier for a greater quantity of fabric than he currently needs. Kamal is attempting to avoid an imminent price increase. What is this tactic known as?

- A. Forward buying
- B. Derivative buying
- C. Spot buying
- D. Hedging buying

**Answer: A**

Explanation:

Forward buying involves purchasing in advance to lock in current prices and avoid future increases. This strategy is effective in volatile markets where price hikes are anticipated.

### NEW QUESTION # 161

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

**Answer: A**

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 # 162

Under which circumstances would a partnership sourcing approach be used?

- A. 1 and 2 only
- B. 1 and 4 only
- C. 1 and 3 only
- D. 2 and 4 only

**Answer: C**

Explanation:

Partnership sourcing is ideal for high-spend, high-risk situations where collaboration mitigates risks and maximizes value through innovation, efficiency, and trust.

### NEW QUESTION # 163

National Hospital Trust (NHT) has entered into a partnership relationship with a major facilities management provider. The two organizations have agreed on the approach to undertake regular reviews and audits. The audit approach will include which of the following?

- A. Macro and micro environmental analysis
- B. Specification development and management
- C. Category management and supplier rationalization
- D. Lessons learned and continuous improvement

**Answer: D**

Explanation:

Regular reviews focusing on lessons learned and continuous improvement ensure the partnership remains effective and aligned with objectives. This supports ongoing collaboration and operational excellence.

#### NEW QUESTION # 164

The main purpose of early supplier involvement (ESI) is:

- A. To enable the supplier to make proactive suggestions relating to improvements in product or service design
- B. To enable suppliers to receive and raise orders before 10am to relieve administrative burdens
- C. To ensure that the procurement budget is fully spent as early as possible
- D. To ensure that suppliers can set their pricing strategy as early as possible

**Answer: A**

Explanation:

Early Supplier Involvement (ESI) is a strategic procurement approach designed to add value during the early stages of specification, design, or development. CIPS highlights that suppliers often possess specialist technical knowledge, innovation capability, and market insight that buyers may lack.

By involving suppliers early, organisations can:

- \* Improve product or service design
- \* Reduce lifecycle costs
- \* Improve quality and functionality
- \* Reduce time to market

Options A, B, and D focus on administrative convenience, budget spend, or supplier pricing power, none of which represent the strategic intent of ESI.

L4M6 Reference:

- \* Learning Outcome 3: Understand approaches to managing supplier relationships
- \* Topic: Early Supplier Involvement (ESI) and value creation
- \* CIPS L4M6 Study Guide - Collaboration and innovation with suppliers

#### NEW QUESTION # 165

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