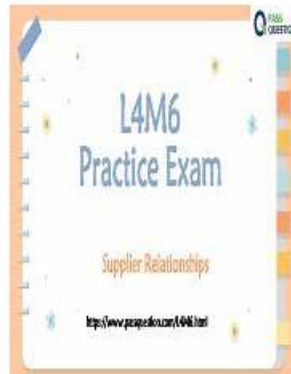


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CIPS Supplier Relationships Sample Questions (Q118-Q123):

NEW QUESTION # 118

Which of the following factors would you use to analyse the macro-environment? Select THREE.

- A. cultural
- B. legislative
- C. political
- D. philosophical
- E. social

Answer: B,C,E

Explanation:

STEEPLE is what is used to analyse the macro-environment; the factors are; social, technological, economic, environmental, political, legislative and ethical. Details of this can be found on p.43-44

NEW QUESTION # 119

In the 1990s, a manufacturer of portable music players partnered with a mini-disk producer. The aim of the partnership was to reduce the size and cost of the devices and enhance flexibility. Sales of the product after launch were low due to a competitive launch of small digital players, which offered better flexibility to customers at a comparable price. The partners suffered substantial loss and never recovered the investment. In order to mitigate the risk described, what should both partners have considered before investing in the product? Select the TWO that apply.

- A. Legal implication of partnering
- B. Customer price expectation
- C. Cost of investment
- D. New substitute technology
- E. Fast charging markers

Answer: B,D

Explanation:

Understanding customer price expectations and the potential for substitute technology are critical in product development to anticipate market trends and competitive threats, aligning with risk management principles.

NEW QUESTION # 120

Grey Stone Memorial Hospital is a private medical facility which has an idea for a vaccine to a deadly disease, but does not have the capacity to make the vaccine itself. It is considering partnering with a well-known pharmaceutical company in order to bring the vaccine to market. What is the biggest risk to Grey Stone?

- A. Intellectual Property Rights
- B. Uninformed stakeholders
- C. Increased Costs
- D. Low quality product

Answer: A

Explanation:

The correct answer is 'Intellectual Property Rights'. Grey Stone will need to share its idea for the vaccine with the pharmaceutical company and this is risky if there is no trust between the parties. See p.134 for more information on Risks of Partnerships.

NEW QUESTION # 121

Which of the following documents would you expect a supplier to submit as part of a Request for Proposal? Select THREE

- A. Full pricing information
- B. Gearing Ratio
- C. Risk Assessments
- D. Method Statements

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