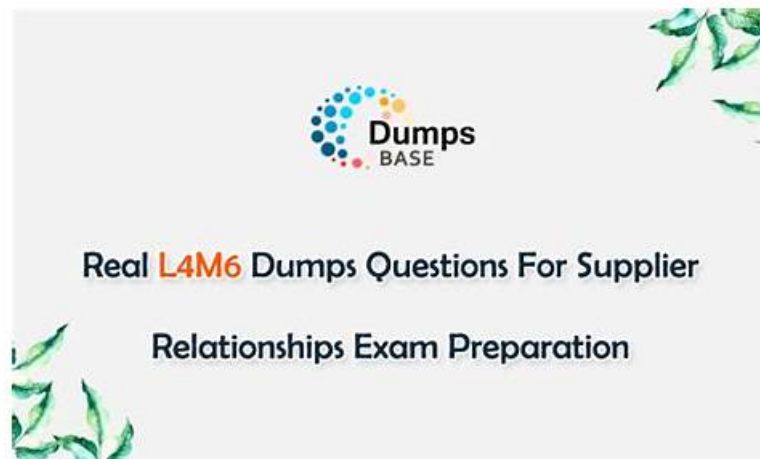


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CIPS Supplier Relationships Sample Questions (Q129-Q134):

NEW QUESTION # 129

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

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

Answer: A,B,C

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 # 130

Fred is a new procurement manager at a large engineering firm. They procure 100s of components and use these to make kitchen appliances such as kettles and toasters. He has been asked by his manager to look into procuring a new component which will go into a new environmentally friendly kettle and has been asked to ensure that the firm receives value for money. What should Fred do?

- A. Put together a business case to make the product in-house
- B. Contact current suppliers to try and get a good deal
- **C. Hold an open competition**
- D. Invite known suppliers to bid for the contract

Answer: C

Explanation:

Fred should hold a competition as this is a 'key way of achieving value for money' p.67. Fred shouldn't put a business case together to make the product in-house without doing a make vs buy analysis, and that analysis showing make is the way to go. As the firm buy in 100s of components, it's very unlikely that making the component in-house would bring 'value for money'. He should also be careful of only looking at current suppliers or known suppliers- the best supplier of this new component might be unknown to the engineering firm at present.

NEW QUESTION # 131

Which of the following are the stages of team development?

- A. Introducing, forming, managing, performing
- B. Starting, forming, benchmarking, performing
- C. Beginning, working, reviewing, performing
- **D. Forming, storming, norming, performing**

Answer: D

Explanation:

The stages of team development as defined by Tuckman include forming, storming, norming, and performing. These stages reflect how teams evolve and mature through collaboration and problem-solving.

NEW QUESTION # 132

A competitor develops an alternative type of vacuum cleaner to one produced by your organization. Is this an example of the threat of substitutes, one of the five forces of competition described by competitive forces theory?

- **A. Yes, customers may switch to alternative products**
- B. Yes, there are no barriers to entry; it is an oligopoly
- C. No, it does not serve the same purpose
- D. No, it is a threat from a new entrant to the market

Answer: A

Explanation:

Substitute products pose a competitive threat by offering alternative solutions to customers, potentially eroding market share. Effective differentiation and customer retention strategies are essential.

NEW QUESTION # 133

An automotive company has hired Tom as the procurement manager. Tom is to manage a team of two people who have worked in the department for a number of years. Conflict exists between the two members of staff due to an overlap of responsibilities. Which of the following processes would be most appropriate for Tom to use to reduce this conflict?

- **A. Tom could arrange a meeting and set performance targets for each member**
- B. Tom could hire an additional member of staff to take on some of the duties
- C. Tom could restructure the team so both members do not have to work together
- D. Tom could avoid mentioning the conflict and hope that it is resolved without action

Answer: A

Explanation:

Arranging a meeting to clarify roles and setting performance targets provides clear expectations and encourages accountability. This aligns with CIPS guidelines on managing conflicts through constructive engagement.

NEW QUESTION # 134

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