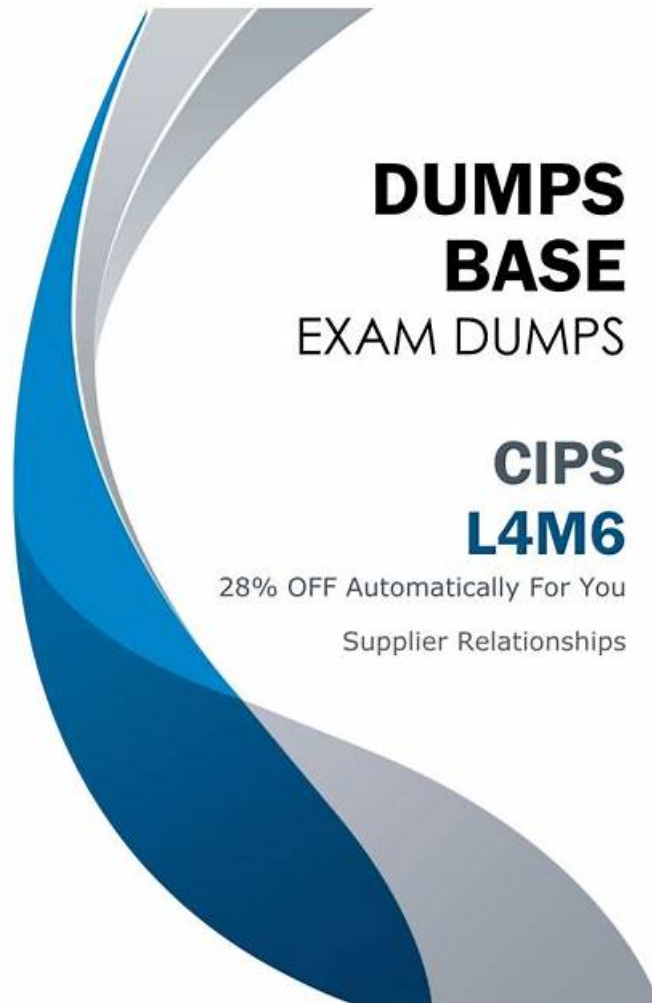


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CIPS Supplier Relationships Sample Questions (Q88-Q93):

NEW QUESTION # 88

Sandra is a buyer for a large supermarket and has been increasing unhappy with the performance of a long-term supplier of bananas. Over time the deliveries have become unreliable and this has had impacts on the supermarket's profitability. What should Sandra do first?

- A. Obtain business approval to terminate the contract
- B. Develop an exit strategy
- C. Review the market and look for an alternative supplier
- D. Give written notice to the supplier of plans to terminate

Answer: A

Explanation:

The first step is to obtain business approval to terminate. If Senior Management don't give approval, then the rest of the stages can't happen and Sandra will be stuck with her current banana supplier. There's a good diagram on p.109 detailing the steps to supplier termination.

NEW QUESTION # 89

Which of the following are primary activities, according to Porter's Value Chain? Select THREE.

- A. Human Resources
- B. Operations
- C. Procurement
- D. Inbound Logistics
- E. Marketing and Sales

Answer: B,D,E

Explanation:

This Question: refers to

Porter's Value Chain (p.35). There's a couple of questions on this in the exam so try to learn it. Primary activities are; inbound logistics, operations, outbound logistics, marketing and sales, after sales- service

NEW QUESTION # 90

Which of the following describes differentiation as a method of competitive advantage?

- * A company that sets out to be the lowest-cost producer in the market
- * A company that will seek to be unique in a way that is valued by buyers
- * A company producing a standard or budget cost product
- * A company producing a product that attracts a premium price charge

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

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

Differentiation involves offering unique products or services that are valued by customers, allowing the company to charge premium prices. This strategy focuses on uniqueness and added value rather than competing solely on cost.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 91

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. Using several suppliers instead of one
- C. Batch ordering
- D. Issuing POs electronically.

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 # 92

Which of the following are advantages for the buyer of entering into a partnership? Select TWO.

- A. There may be greater continuity of supply
- B. They are likely to be able to gain price stability
- C. The supplier may become complacent
- D. They will gain an increased volume of business

Answer: A,B

Explanation:

The correct answers are; They are likely to be able to gain price stability and There may be greater continuity of supply. The other options are an advantage for the supplier rather than the buyer (They will gain an increased volume of business) and a disadvantage of entering into a partnership (The supplier may become complacent). As you may have guessed from these questions - Partnerships come up a LOT in the exam. See p.130 for info on pros and cons of partnerships.

NEW QUESTION # 93

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