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CIPS L4M8

Procurement and Supply in Practice

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## CIPS Supplier Relationships Sample Questions (Q172-Q177):

### NEW QUESTION # 172

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

**Answer: B**

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 # 173

Which one of the following is an advantage of early supplier involvement?

- A. Supplier is responsible for all intellectual property risks
- B. No need for supplier non-disclosure agreements
- C. Large investment in supplier communications
- **D. Understanding of supplier capabilities**

**Answer: D**

Explanation:

Early supplier involvement highlights supplier strengths and capabilities, enabling collaborative development. This supports innovation and optimizes the procurement process.

### NEW QUESTION # 174

George is running a competition to find a supplier to install solar panels on the roof of his factory. The energy this produces will power some of the machines. Cost is an important factor, but there are also other considerations that are important such as how long the solar panels will last, and the maintenance costs if they ever break. What should George do?

- A. Only invite suppliers he knows will be able to provide good quality products which won't break
- B. Run a separate tender for a company who can provide reactive maintenance to the solar panels
- **C. Use a weighted award criteria**
- D. Evaluate the bids on price only as this is an important factor

**Answer: C**

Explanation:

George should use a weighted award criteria - this will allow him to judge suppliers not only on cost, but also on the quality of their products and whether or not they can provide maintenance. For example George could weight the bids in this way; 40% cost, 30% durability of the panels and 30% maintenance costs. For more information on how weighted award criteria works see p.78

### NEW QUESTION # 175

In a partnership who is responsible for decision making?

- A. The supplier
- B. The project steering committee

- C. Both the supplier and the buyer
- D. The buyer

**Answer: C**

Explanation:

The correct answer is both the supplier and the buyer- joint decision making is a key aspect of partnership relationships. A project steering committee decides on priorities, suggests improvements, conducts audits etc. See p.152

#### **NEW QUESTION # 176**

A confectionery company has a portfolio of different items to sell. Their most popular product is the chocolate brownie cake, but they have begun to trial sales of cereal bars, granola cereal, and chewing gum. As a high- quality producer in a competitive market, the company requires effective supplier sourcing arrangements.

Which ONE of the following product lines would be the most suitable for partnership sourcing?

- A. Chewing gum
- B. Granola cereal
- C. Cereal bars
- D. Chocolate brownie cake

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation:

Partnership sourcing is most appropriate for products that are critical to the buyer's business, involve high spend, and are technically complex or require innovation. The chocolate brownie cake is the company's most popular product, indicating high sales volume and strategic importance. Establishing a partnership with suppliers for this product can lead to benefits such as improved quality, innovation, and supply chain efficiency.

Reference:

CIPS L4M6 Study Guide

#### **NEW QUESTION # 177**

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