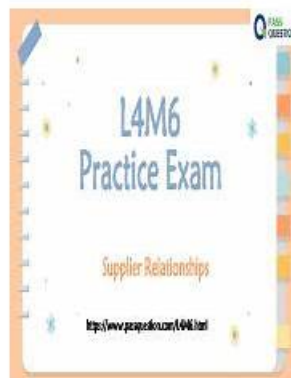


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CIPS Supplier Relationships Sample Questions (Q82-Q87):

NEW QUESTION # 82

Sugar Doughnut Ltd has a jam supplier that they have used successfully for over ten years. They have made investments in the supplier's factory to support them with capital equipment upgrades in return for cost reduction on jam. The two companies also collaborate on bids for large supermarkets when looking to supply doughnuts and work together on quality improvements. No contracts exist between the two companies. Could this relationship be said to be a partnership relationship?

- A. Yes, because they both operate in the food sector
- B. No, because they have only worked together for ten years
- C. Yes, because they have demonstrated close collaboration on various projects
- D. No, because contracts do not exist between the two companies

Answer: C

Explanation:

The relationship qualifies as a partnership due to their collaboration, shared investments, and mutual efforts toward improvement, regardless of the absence of formal contracts. Partnerships focus on shared goals, trust, and strategic alignment rather than mere documentation.

NEW QUESTION # 83

When using competitive forces theory, suppliers are powerful in which of the following situations? Select THREE that apply.

- A. The product is highly differentiated
- B. The product is undifferentiated
- C. There are few substitute products
- D. The switching costs are high
- E. There is potential for backward integration
- F. The volume purchased is not important

Answer: A,C,D

Explanation:

Suppliers gain power when their products have limited substitutes, are highly differentiated, or when switching costs are high. These factors reduce buyer leverage and increase supplier influence, as described in Porter's Five Forces model.

NEW QUESTION # 84

A buyer has a requirement to purchase 1,000 widgets for a manufacturing company. The widgets are critical for the next stage of the manufacturing process. What would be the key selection criterion for this buyer?

- A. Ability to meet ISO standards
- B. Ability to add value to the order
- C. Ability to deliver by the deadline
- D. Ability to produce low-cost widgets

Answer: C

Explanation:

When procuring critical components essential for the continuity of manufacturing processes, timely delivery becomes paramount. Delays can halt production lines, leading to significant financial losses. Therefore, the supplier's ability to meet delivery deadlines is the key selection criterion, as emphasized in the CIPS L4M6 study guide.

NEW QUESTION # 85

When using portfolio analysis, in which segment would you place a product with high expenditure, potentially provided by a large

number of suppliers?

- **A. Leverage**
- B. Strategic
- C. Acquisitive
- D. Critical

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

In the Kraljic Matrix, products are categorized based on supply risk and profit impact:

* Leverage items: These have a high profit impact but low supply risk. They are often high-expenditure items available from multiple suppliers, allowing the buyer to leverage purchasing power to negotiate better terms.

Given the product has high expenditure and is available from many suppliers, it fits into the 'Leverage' category.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 86

Which of the following are not stages of team development? Select TWO.

- **A. Accepting**
- B. Mourning
- C. Adjourning
- D. Forming
- **E. Achieving**

Answer: A,E

Explanation:

This question is very, very similar to a real exam question and is a really mean one. The CIPS study guide describes stages of team development as forming, storming, norming and performing. Of those listed in the book only forming is listed above. What the textbook fails to tell you is that some people add on two additional stages to this model which are mourning and adjourning. I strongly recommend doing some further reading on this (it's called the Tuckman Group Development Model) as it comes up a lot in the exam and the study guide doesn't really go into enough detail.

NEW QUESTION # 87

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