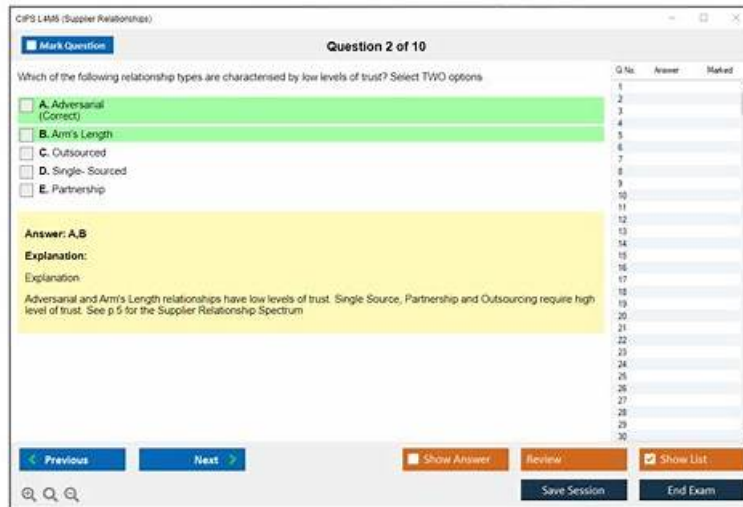


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### CIPS Supplier Relationships Sample Questions (Q263-Q268):

#### NEW QUESTION # 263

Which of the following would you use to qualify new suppliers? Select THREE.

- A. clean
- B. call
- C. cost
- D. collection
- E. commitment

**Answer: A,C,E**

Explanation:

This is based on a real exam question- it's looking to see if you can remember Carter's 10 Cs. These are; cash, cost, consistency, culture, clean, communication, competency, capacity, commitment and control. (p.12 in the text book)

#### NEW QUESTION # 264

Joseph works as a category manager for a large electricity supply company. His company is one of six electricity companies in the country. All have a high annual spend on the same specifications of cable. There are only five cable manufacturers capable of supplying the cables. Joseph has established all the suppliers use the same raw materials using the same types of manufacturing lines. Prices tendered by all suppliers are very similar. After paying for the cable, Joseph's company spends an additional 25% on moving and installing the cable. In order to enable Joseph to gain advantage over the other electricity companies, which type of supplier relationship should he adopt?

- A. Single-sourced
- B. Closer tactical
- C. Partnership
- D. Transactional

**Answer: C**

Explanation:

A partnership relationship allows Joseph to collaborate with suppliers on cost savings in manufacturing, logistics, and installation, providing a competitive edge over rival companies.

#### NEW QUESTION # 265

A comprehensive approach to managing the termination of a contractual relationship would include ...

- A. Setting aside the value of existing work done by both parties
- B. Giving qualitative feedback only
- C. Attacking the personalities, not the problem
- D. Setting remedies and compensation for contractual breaches

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation:

Effective contract termination involves addressing any breaches through agreed-upon remedies and compensation. This ensures that both parties are treated fairly and that any disputes are resolved in accordance with the contract terms.

Reference:

CIPS L4M6 Study Guide

#### NEW QUESTION # 266

Which of the following are correct statements with regards to a joint venture and with regards to a strategic alliance? Select TWO that apply.

- A. A strategic alliance is a permanent arrangement
- B. A joint venture is also known as vertical integration
- C. In a joint venture, a new company is formed between the partners
- D. A strategic alliance is managed by both partners
- E. A strategic alliance creates a new company formed between the partners

**Answer: C,D**

Explanation:

Comprehensive and Detailed Explanation:

\* Statement B: A strategic alliance is an agreement between two or more parties to pursue a set of agreed-upon objectives while remaining independent organizations. It is typically managed jointly by the partners to achieve mutual benefits without forming a new legal entity. Wikipedia

\* Statement C: In a joint venture, two or more parties create a new, separate legal entity by contributing equity, and they share in the

revenues, expenses, and control of the enterprise. This new company is formed to undertake specific business activities.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 267

When developing a supplier partnership, a buyer can take either a strategic or reactive approach. What would be a reason for a reactive approach?

- A. It will allow for consolidation in the supply chain
- B. The buyer wishes to create a new product and requires input from a supplier
- C. Sudden changes in the marketplace
- D. You discover that the supplier has a high profit margin

**Answer: C**

Explanation:

The correct answer is 'Sudden changes in the marketplace' - this is a reason a buyer would be reactive. Reactive is when something happens to you and it forces you to act in a certain way. The other options would be strategic rather than reactive. P. 163

### NEW QUESTION # 268

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