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CIPS Level 4 – Diploma in Procurement and Supply

Supplier Relationships [L4M6]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

L4M6 Sample Questions V5 Sept 2020

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CIPS Supplier Relationships Sample Questions (Q162-Q167):

NEW QUESTION # 162

Philip is working with a supplier where the annual spend is low but the market risk is high. What portfolio analysis category would be appropriate?

- A. Non-critical
- **B. Bottleneck**
- C. Leverage
- D. Strategic

Answer: B

Explanation:

Bottleneck items pose high risk despite low spend. Effective management of these suppliers minimizes supply chain disruptions, aligning with portfolio analysis strategies.

NEW QUESTION # 163

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

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 # 164

Which of the following factors would you use to analyse the macro-environment? Select THREE.

- **A. political**
- **B. social**
- C. philosophical
- D. cultural
- **E. legislative**

Answer: A,B,E

Explanation:

STEEPLE is what is used to analyse the macro-environment; the factors are; social, technological, economic, environmental, political, legislative and ethical. Details of this can be found on p.43-44

NEW QUESTION # 165

In public sector procurement, according to EU legislation, certain items must be procured via open-competition. What type of items are these?

- A. Items that are imported from outside the EU
- **B. Items of high value**
- C. Items that are produced by lots of suppliers
- D. Items of strategic importance

Answer: B

Explanation:

The correct answer is 'items of high value'. This links into the EU procurement principle of 'Proportionality' meaning that the procurement process must be proportionate to the value of the contract. Therefore, high value contracts must be procured via competition. What is considered 'high value' is decided by 'thresholds'. These are amended every 2 years to account for inflation etc, but you don't need to know what the thresholds are for this exam. P.75

NEW QUESTION # 166

A buyer is seeking to set up an agreement for one year for the purchase of paper. They complete a tender exercise and supplier X wins the contract, and all other suppliers are told that they will not be needed for the next 12 months. Where would the buyer place supplier X on the relationship spectrum?

- A. Partnership
- B. Transactional
- **C. Single sourced**
- D. Arms length

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

When a buyer selects a single supplier for a specific period, such as a one-year contract, and excludes other suppliers during this time, this is referred to as a single sourced relationship. This approach is often used to consolidate purchases, achieve economies of scale, and build a more streamlined procurement process for specific goods or services.

Reference:

"Single sourcing involves selecting one supplier for a particular item or service, often for a defined period, to streamline procurement and potentially achieve better terms."- CIPS L4M6 Study Guide

NEW QUESTION # 167

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