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CIPS Supplier Relationships Sample Questions (Q172-Q177):

NEW QUESTION # 172

A local council requires facilities management services for ten schools based in their region. This service is a high spend, high risk, critical contract. Which sourcing approach would be the most appropriate?

- A. Direct negotiation

- B. Competitive tendering
- C. Request for quotation
- D. Statement of source requirements

Answer: B

Explanation:

Comprehensive and Detailed Explanation:

For high-value and high-risk contracts, such as facilities management services for multiple schools, competitive tendering is the most appropriate sourcing approach. This process involves inviting multiple suppliers to submit bids, ensuring transparency, fairness, and the opportunity to assess various proposals to select the most suitable supplier. It helps in mitigating risks and achieving value for money.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 173

Lee is a procurement manager at Real Pirates Ltd and he has a contract with Peg Leg Industries for the supply of fake, wooden legs for his team of Pirates. Real Pirates Ltd have been working with Peg Leg Industries for almost 10 years but recently Lee has discovered he will need to terminate the contract due to 'Contract Frustration'. What could be the reason for this?

- A. The supplier has leaked confidential information about Real Pirates Ltd to a competitor
- B. The supplier has become insolvent
- C. An unexpected incident has occurred beyond anyone's control
- D. The supplier has committed a material breach

Answer: C

Explanation:

The correct answer is 'An unexpected incident has occurred beyond anyone's control'. A good example of this would be the Covid-19 pandemic- neither the buyer nor supplier could have predicted this, and if this means that the contract can't be completed - then the contract can be terminated (in the UK at least). A way to avoid this would be to include a Force Majeur clause listing possible circumstances that could occur. When there's a Force Majeur clause, these eventualities are now classed as foreseen rather than unforeseen. See p.108

NEW QUESTION # 174

Phone Maker Incorporated is a manufacturer of mobile phones. It is considering investing in a partnership with its supplier of batteries and circuit boards as it wishes to produce new models of its phone more regularly. What is the main driver for Phone Maker Incorporated?

- A. Cheaper costs
- B. Changes in the marketplace
- C. Better quality products
- D. Reduced product life-cycles

Answer: D

Explanation:

The correct answer is 'reduced product life-cycles'. In this example the reason for entering a partnership is to be able to produce new models of phones more quickly- this is likely because consumers are wanting to change mobile phones more often than they did in the past, so in order to keep up with demand, Phone Maker Incorporated need to produce more phones, more quickly. Drivers of Partnership Sourcing is a key topic in the exam - you can revise these by looking at p.127 in the Study Guide

NEW QUESTION # 175

Early Supplier Involvement can be described as a collaborative relationship between a buyer and a supplier to develop a new project. Handfield's model describes four different levels of supplier involvement ranging from none to 'black box' (which is when the design is primarily driven by the supplier. What other level features on this model?

- A. White Box - when there is informal integration and the buyer consults with a supplier on a design

- B. Red Box- when the supplier provides legal advice to the buyer on areas such as copywrite
- C. Grey Box - when the involvement is buyer driven
- D. Blue Box - when the buyer creates the product without input from the supplier

Answer: A

Explanation:

The Handfield ESI model is on p.98 and comprises of Black Box, Grey Box, White Box and None. Therefore Red and Blue can be automatically discounted. The correct answer is White Box as the definition given is correct. Grey Box is a formalised supplier integration; joint development activity between buyer and supplier. I have no idea why Handfield calls his system after coloured boxes- but it's only briefly mentioned in the study guide and is not likely to be a big topic in the exam.

NEW QUESTION # 176

Togo Bongos is a manufacturer of percussion instruments, in particular of bongo drums. It requires electricity to run its factories and this is a major factor of cost impact. There are lots of suppliers of electricity in the market and there is no switching costs if Togo Bongos wanted to switch suppliers. What type of supplier is Togo Bongo's electricity supplier?

- A. routine
- B. strategic
- C. bottleneck
- **D. leverage**

Answer: D

Explanation:

This is a leverage supplier on the Kraljic Matrix; high cost impact and low risk impact. The diagram on p.20 gives the example of utility services such as electricity as a common leverage supplier. There are lots of questions on Kraljic in the exam - do revise this topic and ensure you understand each of the four quadrants of the matrix

NEW QUESTION # 177

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