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CIPS Supplier Relationships Sample Questions (Q109-Q114):

NEW QUESTION # 109

Which one of the following would constitute a succession issue when terminating a relationship?

- A. Continuity of supplies
- B. Deletion of old specifications
- C. Payment of old invoices

- D. Processing penalties

Answer: A

Explanation:

Ensuring continuity of supplies is critical during termination to avoid disruptions. Succession issues focus on maintaining essential operations while transitioning to new suppliers or arrangements.

NEW QUESTION # 110

Mandy is looking to source windows and doors for a new build apartment block. She has done some initial research and has discovered that there are many suppliers in the marketplace that can supply the items she needs. As it is a high-value project she is thinking of running a formal tender. What should be Mandy's first step?

- A. Run an open competition - send out a RFQ
- **B. Run a restricted competition - send out a PQQ**
- C. Run a restricted competition- send out a RFI
- D. Run an open competition - send out an ITT

Answer: B

Explanation:

The correct answer is 'run a restricted competition - send out a PQQ'. This Question: tests both your understanding of when to run open and restricted competitions (which is explained on p.75) and your understanding of tender documents. Mandy should run a restricted competition- there are a lot of options in the marketplace and this will allow her to pre-qualify those who best suit her requirements. Running an open competition when there are lots of suppliers would be too time-consuming- you need a way of making a short-list. When you run a restricted competition, the first stage is sending out a PQQ- pre-qualification questionnaire; this document is sent to suppliers asking for necessary information to support their qualification as an approved supplier.

NEW QUESTION # 111

Which of the following is not a type of tender process used in the Public Sector?

- A. Restricted
- B. Competitive Dialogue
- **C. Unrestricted**
- D. Competitive Procedure with Negotiation

Answer: C

Explanation:

Unrestricted is not a type of tender. The 5 types are; open, restricted, competitive with negotiation, competitive dialogue and innovative partnership (though this last one is very rare in the public sector). The five types are explained in detail on p.77

NEW QUESTION # 112

Beyond Say is a manufacturer of diamond rings. It sources a lot of different parts to create its products including diamonds, gold, cardboard boxes for the rings to go in, as well as stationary and copier paper for the offices. Although it doesn't buy many diamonds, these represent a large part of Beyond Say's spend. Which category of spend would diamonds represent?

- A. Routine Spend
- **B. Strategic Spend**
- C. Operational Spend
- D. It isn't possible to tell

Answer: B

Explanation:

This is category 'A' spend in the ABC model - they represent a large value and a small number of purchases / suppliers. See p.17 for more information on the ABC Analysis

NEW QUESTION # 113

Danny is procuring a new IT software, which he doesn't know much about. He has done a bit of research on the internet but is still unsure how much he can expect to pay. What should be Danny's next step?

- A. Issue a RFQ
- **B. Issue a RFI**
- C. Issue an OJEU
- D. Issue an ITT

Answer: B

Explanation:

Danny should issue a RFI (Request for Information). His next step would be to find out more about the products available by asking suppliers for information- this will help him put a spec together before he goes out to tender. The other options mean; RFQ - request for quotation- when you ask suppliers to submit a price. ITT- Invitation to tender - a document you send out to suppliers which details all the information about the tender (this usually involves both price and quality components of assessment). OJEU- Official Journal of the European Union- where tenders for the Public Sector are published. For more info on RFI see p.74

NEW QUESTION # 114

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