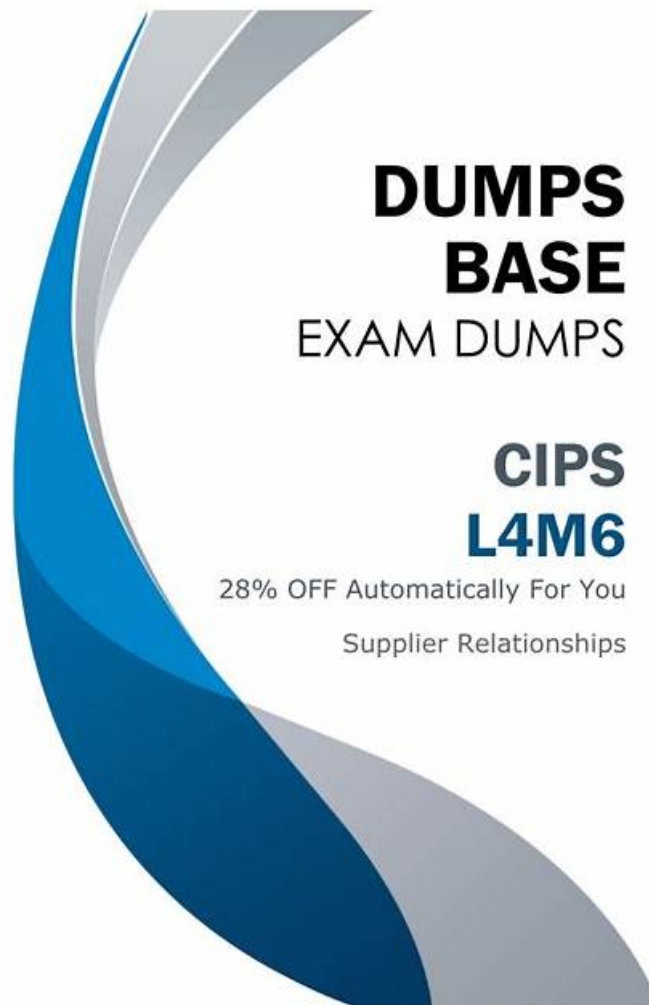


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CIPS Supplier Relationships Sample Questions (Q48-Q53):

NEW QUESTION # 48

A large office orders weekly from a stationery supplier. The items are low-cost, and if the delivery is a day late, it does not affect the running of the office. Where would this supplier be positioned in a supplier matrix?

- A. Critical
- **B. Routine**
- C. Bottleneck
- D. Leverage

Answer: B

Explanation:

Routine suppliers provide low-value, low-risk items with minimal operational impact. These suppliers are managed with minimal engagement or oversight in a cost-effective manner.

NEW QUESTION # 49

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

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

Answer: A

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 # 50

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

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

Answer: C,D,F

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 # 51

Which of the following are advantages for the buyer of early supplier involvement with the buyer's product development team?

- A. 1 and 2 only

- B. 1 and 3 only
- C. 2 and 3 only
- **D. 2 and 4 only**

Answer: D

Explanation:

Early supplier involvement ensures the supplier understands process timelines and allows the buyer to leverage supplier capabilities. This improves product development efficiency and enhances outcomes.

NEW QUESTION # 52

Andrew runs a factory that makes cakes. Vanilla Extract is a vital ingredient in Andrew's cakes and this is a monopolistic market. Andrew has noticed recently that the quality of the supplier's product has reduced, and this has led to several complaints from customers. Andrew is considering entering into a Partnership with this supplier as he believes this will help increase the supplier's performance. Is this the correct thing to do?

- A. Yes- partnership sourcing will improve sales figures
- B. No- Andrew should outsource the vanilla extract.
- C. No- Andrew should use an alternative supplier
- **D. Yes- partnership sourcing can improve performance which will ultimately satisfy the end customer**

Answer: D

Explanation:

The correct answer is 'Yes- partnership sourcing can improve performance which will ultimately satisfy the end customer'. The important thing to note in this Question: is the word 'monopolistic'. This means that there are no alternative suppliers- so the 'no' options are wrong- there are no alternative suppliers and no opportunity to outsource. The other answer is incorrect as sales figures isn't Andrew's concern - it's the complaints and quality of the product. Improving performance to satisfy end customers is therefore his main driver for considering a Partnership. See p. 127 for more information on Drivers of Partnership Sourcing. This comes up a lot in the exam

NEW QUESTION # 53

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