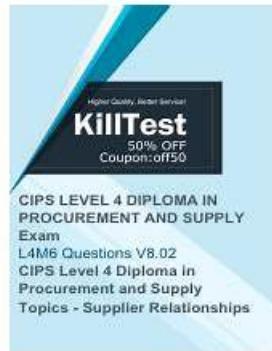


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experience and the L4M6 Certification could help you resume stand out in a competitive job market.

## **CIPS Supplier Relationships Sample Questions (Q231-Q236):**

### **NEW QUESTION # 231**

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

**Answer: D**

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 # 232**

A supplier wishes to develop a new blood collection system for healthcare but needs to work with a clinical expert to develop the device. Why would a partnership be the best approach?

- A. To gain market share
- B. Because it is a low-risk supply
- C. To keep costs down
- D. **It is a technically complicated supply**

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation:

Developing a new blood collection system is a complex task that requires specialized knowledge and expertise. A partnership allows the supplier to collaborate closely with a clinical expert, combining their respective strengths to innovate effectively. This collaborative approach is essential for technically complicated supplies where joint development efforts can lead to better outcomes.

Reference:

CIPS L4M6 Study Guide

### **NEW QUESTION # 233**

Which of the following are typical drivers for a partnership between the buyer and the supplier? Select the THREE that apply.

- A. **The product is critical for the buyer**
- B. **The buyer has a high spend with the supplier**
- C. There are many suppliers in the market
- D. The product is a commodity
- E. **The product is technically complex**
- F. The supplier provides the product to a buyer's competitor

**Answer: A,B,E**

Explanation:

Drivers for partnership include a high spend with the supplier, criticality of the product, and technical complexity. These factors encourage collaboration for cost efficiency, quality improvement, and risk management. Partnerships are less likely when there are many suppliers or the product is a commodity, as competition and standardization reduce the need for close collaboration.

### **NEW QUESTION # 234**

The Queen Victoria is a traditional British pub which serves a range of alcoholic beverages. It has a partnership relationship with a local brewery which supplies several types of beer and cider. Logistics is a key concern for the Queen Victoria as deliveries must be made when there is room in the cellar to store the barrels of beer and cider. In what ways could the logistics risk be reduced?

- A. Batch ordering
- B. Using several suppliers instead of one
- C. Issuing POs electronically.
- D. **Sharing up-to-date information**

**Answer: D**

Explanation:

The logistics risk can be reduced by 'Sharing up-to-date information'. If the Pub tells the supplier when it's running low, they can then time the deliveries more accurately.

P. 136. A lot of the questions on the

'Partnerships' chapters of the book are common-sense questions like this. It involves reading the question and using logic, rather than relying on your knowledge of procurement. If you found this question easy - that's a good sign for the exam.

#### **NEW QUESTION # 235**

The CEO of a business has asked his procurement manager to source new machinery for the factory. This machinery will help create a new line of products which will give the company a competitive edge. The CEO is heavily invested in this procurement activity as profits have been lower than expected this year and this new line of products could help increase profitability. How should the procurement manager include the CEO in the procurement activity?

- A. **The CEO is a key player- so it is important he is involved early in the process**
- B. It is important to keep the CEO satisfied as he runs the business
- C. The CEO is a key player- so should be given regular updates on progress
- D. It is important to keep the CEO informed of all decisions that are made

**Answer: A**

Explanation:

The correct answer is 'The CEO is a key player- so it is important he is involved early in the process'. The CEO has high power and high interest which puts him in the top right-hand corner of Mendelow's Stakeholder Matrix (p.81). CIPS says Key Players should be involved early in the procurement process (p.82).

#### **NEW QUESTION # 236**

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