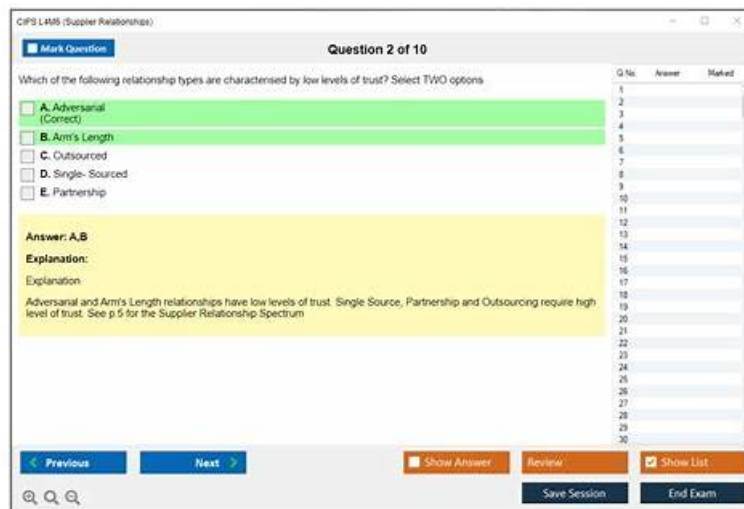


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CIPS Supplier Relationships Sample Questions (Q32-Q37):

NEW QUESTION # 32

Rachel and Jacky work in the procurement department of Foddy Foods Ltd. They have been told by their CEO to build better relationships with strategic suppliers as this will create value for money for the company.

In what ways can value for money be achieved by building strong relationships with suppliers? Select TWO.

- A. Reducing costs
- **B. Reduction of waste**
- **C. Innovation developed as part of collaborative projects**
- D. Better payment terms

Answer: B,C

Explanation:

Supplier relationships can result in value for money in the reduction of waste and in innovation developed as part of collaborative projects. Remember that in CIPS waste doesn't necessarily mean physical waste (as in stuff you don't want any more). There are 7 types of waste including waiting, inventory, transportation etc. So when you develop a relationship with a supplier, this can reduce waste (e.g. you may be able to get deliveries quicker by integrating your ordering system with the supplier's, or you might reduce transportation by agreeing a Consignment stock). Having a good relationship with a supplier isn't necessarily going to get you a reduction in cost or better payment terms. See p.70 for more details on this- there's a short list of ways in which good supplier relationships can bring value for money to a business.

NEW QUESTION # 33

A software developer is seeking to develop a new fitness trends app. They are looking to create a contract with a fitness expert to give advice on the type of changing fitness trends. What agreement should the app developer aim to achieve?

- A. Quality-based relationship
- B. Cost-based relationship
- **C. Partnering relationship**
- D. Traditional contracting relationship

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

In scenarios requiring specialized expertise and collaborative input, a partnering relationship is most appropriate. This type of relationship fosters close cooperation, shared goals, and mutual trust, enabling both parties to contribute effectively to the project's success.

Reference:

CIPS LAM6 Study Guide

NEW QUESTION # 34

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. Leverage
- C. Bottleneck
- **D. Routine**

Answer: D

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 # 35

Which of the following is a characteristic of a traditional contracting agreement?

- A. Emphasis on quality assurance based on zero defects
- B. Emphasis on mutual trust between purchaser and supplier
- **C. Emphasis on short-term business relationships**
- D. Emphasis on single source arrangement

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

Traditional contracting agreements are typically characterized by:

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