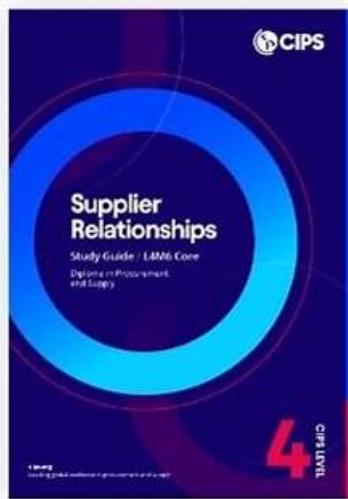


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CIPS Supplier Relationships Sample Questions (Q187-Q192):

NEW QUESTION # 187

Significant differences in corporate cultures can lead to the failure of a partnership relationship between two organisations. Is this statement correct?

- A. No, the organisations can continue to operate separately so this is not an issue
- B. Yes, the compatibility of cultures should be considered at the outset
- C. Yes, in a partnership the organisations merge, so the cultures must be the same
- D. No, it is easy to change corporate culture so the two organisations will align quickly

Answer: B

Explanation:

Comprehensive and Detailed Explanation:

Cultural compatibility is crucial in partnership relationships. Differences in corporate culture can lead to misunderstandings, misaligned objectives, and conflicts, ultimately jeopardizing the partnership's success.

Therefore, assessing cultural compatibility at the outset is essential.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 188

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

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

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 # 189

Which of the following are value-added benefits? Select THREE that apply.

- A. Free training for all staff
- B. Customer service hotline
- C. Storage of raw materials
- D. Paperwork between departments
- E. Quality control team
- F. Expert consulting services

Answer: A,B,F

Explanation:

Value-added benefits are additional services offered by suppliers that enhance the buyer's operations without significant additional cost. These typically include:

- * Free training (A) - improves buyer staff skills.
- * Customer service hotlines (C) - improves responsiveness and support.
- * Expert consulting services (D) - provides specialist knowledge.

Options B, E, and F are operational necessities, not "value-added extras."

NEW QUESTION # 190

Effective cost modelling involves which of the following?

- * Data gathering
- * Analysis of facts
- * Supplier negotiation
- * Issuing a request for quotation

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

Answer: B

Explanation:

Comprehensive and Detailed Explanation:

Effective cost modelling is a process that helps in understanding the cost structure of a product or service. It involves:

* Data gathering: Collecting relevant data related to materials, labor, overheads, and other cost drivers.

* Analysis of facts: Evaluating the collected data to understand cost behaviors and identify areas for cost reduction.

Supplier negotiation and issuing a request for quotation are subsequent steps that may utilize the insights gained from cost modelling but are not part of the modelling process itself.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 191

Cigarettes and alcohol are often described as having an 'inelastic price'. What does this mean?

- A. Changes in price will greatly affect how much of the item is bought
- B. The product is subject to high rates of tax
- C. The product is subject to age restrictions
- D. Changes in price will not affect how much of the item is bought

Answer: D

Explanation:

A product with an 'inelastic price' means that consumption doesn't really depend on how much it costs. So you could increase the price of alcohol and cigarettes and people would tend to still buy them. A product with an elastic price means that a change in price would have a large affect on the number of people who bought the item. See p.95 for more details on price elasticity.

NEW QUESTION # 192

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