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CIPS Supplier Relationships Sample Questions (Q134-Q139):

NEW QUESTION # 134

Jenny is a procurement manager who works in the public sector. She has been charged with organising a tender to source new Xray machines for a hospital and to ensure that they receive 'value for money'. Which of the following should Jenny consider when drafting her ITT?

- A. Equity
- **B. Whole life costs**
- C. Availability
- D. Price only

Answer: B

Explanation:

Jenny should consider whole life costing. Ensuring value for money means considering a combination of price and quality throughout the lifetime of the product. See p.65 for more on 'Achieving Value for Money'

NEW QUESTION # 135

Red Ltd and Blue Ltd have had a disagreement over a high value project they have been partnering on. They have been unable to resolve the issues inhouse and Red Ltd has suggested Mediation as an option. Is this a good option?

- A. No- it would be better to solve the disagreement in-house
- B. No- mediation could have a negative impact on the companies' reputation
- **C. Yes- mediation involves a neutral third party and gets both parties to attempt to reach a compromise**
- D. Yes- mediation means the buyer and supplier agree to accept a third party's decision which will solve the disagreement issues

Answer: C

Explanation:

The correct answer is 'Yes- mediation involves a neutral third party and gets both parties to attempt to reach a compromise'. Be careful not to confuse mediation with arbitration - arbitration is when the buyer and supplier agree to accept a third party's decision which will solve the disagreement issues. See p.112 for more information on solving disputes

NEW QUESTION # 136

Richie has come up with a new idea for sourcing items for the business but feels that it will have mixed reviews within the team. He thinks that some people will be in favour of the idea, and some will be against it. He doesn't think the CEO will have a strong opinion either way. In order to decide whether to put a business case together and present his idea to the CEO- what should Richie do?

- A. Cost Analysis
- B. Value Engineering Analysis
- **C. Force Field Analysis**
- D. Make vs Buy Analysis

Answer: C

Explanation:

Richie should do a Force Field Analysis - this is explained on p.86 and is an idea of Kurt Lewin - it identifies the driving forces for a project and the restraining forces (basically who will be for it and who will be against it). The textbook doesn't go into much detail on this but there are questions on it in the exam- so have a quick google to familiarise yourself with Kurt Lewin's Force Field Analysis.

NEW QUESTION # 137

Laura is working with suppliers on the design of a component for a new boiler. One of the current suppliers suggested manufacturing the component from plastic they recently developed and patented, rather than commonly used brass. What competitive force is this supplier creating in the market to affect competition?

- **A. Substitute**

- B. Supplier power
- C. Buyer power
- D. New entry

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

In Porter's Five Forces framework, the threat of substitutes refers to the availability of products or services that can perform the same function as the industry's product. The supplier's suggestion to use a newly developed plastic component instead of the traditional brass one introduces a substitute product. This alternative can potentially change the dynamics of the market by offering different benefits, such as cost savings or improved performance, thereby affecting competition.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 138

Tim manages the procurement department at a large retailer. He wants to ensure that his team are achieving value for money in their procurement activities. Which of the following should Tim set up?

- A. Framework
- **B. Audit**
- C. ITT
- D. Contract

Answer: B

Explanation:

Tim should do an audit. P.71 of the textbook says "to ensure that a procurement department is achieving value for money, an audit should be undertaken"

NEW QUESTION # 139

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