

# L4M6 - CIPS Supplier Relationships Useful Downloadable PDF



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### CIPS Supplier Relationships Sample Questions (Q78-Q83):

#### NEW QUESTION # 78

Fred is a new procurement manager at a large engineering firm. They procure 100s of components and use these to make kitchen

appliances such as kettles and toasters. He has been asked by his manager to look into procuring a new component which will go into a new environmentally friendly kettle and has been asked to ensure that the firm receives value for money. What should Fred do?

- A. Hold an open competition
- B. Invite known suppliers to bid for the contract
- C. Contact current suppliers to try and get a good deal
- D. Put together a business case to make the product in-house

**Answer: A**

Explanation:

Fred should hold a competition as this is a 'key way of achieving value for money' p.67. Fred shouldn't put a business case together to make the product in-house without doing a make vs buy analysis, and that analysis showing make is the way to go. As the firm buy in 100s of components, it's very unlikely that making the component in-house would bring 'value for money'. He should also be careful of only looking at current suppliers or known suppliers- the best supplier of this new component might be unknown to the engineering firm at present.

#### **NEW QUESTION # 79**

A company has just hired a new cleaning firm to clean their offices. The specification for the clean was detailed in an appendix in the contract and included a list of pre-approved products that the cleaning firm should use. The cleaners that were sent to site had not read the contract and therefore did not use the appropriate products. What is the reason for the failure of this?

- A. Communication overload
- B. Miscommunication
- C. Poor communication
- D. Distortion of the facts

**Answer: C**

Explanation:

This is an example of poor-communication. The information was not passed from the person who signed the contract to the staff on site who were to do the cleaning. See p.158 on communication issues.

#### **NEW QUESTION # 80**

In public sector procurement, according to EU legislation, certain items must be procured via open- competition. What type of items are these?

- A. Items of high value
- B. Items that are produced by lots of suppliers
- C. Items of strategic importance
- D. Items that are imported from outside the EU

**Answer: A**

Explanation:

The correct answer is 'items of high value'. This links into the EU procurement principle of 'Proportionality' meaning that the procurement process must be proportionate to the value of the contract. Therefore, high value contracts must be procured via competition. What is considered 'high value' is decided by 'thresholds'.

These are amended every 2 years to account for inflation etc, but you don't need to know what the thresholds are for this exam. P.75

#### **NEW QUESTION # 81**

The director of procurement for a global telecommunications firm has segmented their expenditure and has decided to focus on developing relationships with their bottleneck suppliers. Is this the correct process?

- A. Yes, as there are little or no other options available
- B. No, as there is lots of variety of goods available

- C. No, as there is vast competition
- D. Yes, as there are low costs to switching suppliers

**Answer: A**

Explanation:

Bottleneck suppliers often control critical or scarce resources. Developing relationships with these suppliers is crucial to mitigate risks and ensure continuity of supply, per procurement best practices.

**NEW QUESTION # 82**

What is the correct order for the 5 stages of team development?

- A. Storming, norming, adjourning, performing, forming
- B. Forming, storming, performing, adjourning, norming
- C. Forming, storming, norming, performing, adjourning
- D. Norming, adjourning, storming, performing, forming

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation:

Bruce Tuckman's model of team development outlines five stages:

- \* Forming- Team members get acquainted and establish ground rules.
- \* Storming- Members begin to communicate their feelings but still view themselves as individuals rather than part of the team.
- \* Norming- People feel part of the team and realize that they can achieve work if they accept other viewpoints.
- \* Performing- The team works in an open and trusting atmosphere where flexibility is the key and hierarchy is of little importance.
- \* Adjourning- The team conducts an assessment of the year and implements a plan for transitioning roles and recognizing members' contributions.

Reference:

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**NEW QUESTION # 83**

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