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**CIPS L4M6** **CIPS Supplier Relationships** **2**

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• Analyse supplier selection techniques to assess effectiveness in supply chain  
• Analyse the concept of partnering and where it is a suitable approach

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**CIPS Supplier Relationships Sample Questions (Q66-Q71):**

**NEW QUESTION # 66**  
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 It will allow for consultation with a supplier chain
- B The supplier has a high profit margin
- C The buyer wishes to create a memorandum and requires input from a supplier
- D Supplier changes to the marketplace

**Answer: C**

**Explanation:**  
The correct answer is "Supplier changes to 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. If 543

**NEW QUESTION # 67**  
Polly Manufacturing is a company which manufactures engine parts. It has several factories around the country and it uses one of the leading suppliers of vehicles, tools and parts. Which of the following is Polly Manufacturing's strategy to customers? Source: Two10 systems.

- A Manufacturing of tools only
- B Manufacturing of all engine parts
- C Quality
- D Facilities Management

**Answer: C,D**

**Explanation:**  
They could manufacture engines and facilities management. There are auxiliary services. The

ANSWER KEY L4M6 - Previous L7M6 Supplier Relationship Exam Test Facility

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## **CIPS Supplier Relationships Sample Questions (Q37-Q42):**

### **NEW QUESTION # 37**

Brian Air is a company that is trying to break into the air transport market. Which of the following could be barriers to entry for Brian Air? Select THREE

- A. ethical sourcing
- B. economies of scale
- C. access to capital
- D. health and safety
- E. licences and permits

**Answer: B,C,E**

Explanation:

Barriers to entry are economies of scale (in the air travel industry you can't just start off small and grow), access to capital (you need to already have a lot of money to buy airplanes) and licences and permits (you need to ensure you have the correct licences to fly planes). These are listed on p.41. Other barriers include; strong brand identity already dominant in the market, high switching costs for buyers, access to distribution networks and government policy.

### **NEW QUESTION # 38**

Which of the following are not a valid reasons to terminate a relationship with a supplier? Select TWO.

- A. The supplier made one late delivery
- B. The supplier has a change in senior management
- C. The supplier suddenly increases prices
- D. Supply base rationalisation
- E. The supplier becomes insolvent

**Answer: A,B**

Explanation:

Two invalid reasons are; one late delivery and a change in senior management. Valid reasons to terminate a relationship are listed on p.107 and include the three listed here, as well as a material breach, damage to reputation and the supplier merges or is acquired by another company.

### **NEW QUESTION # 39**

A printing company is seeking to start developing a digital solution for its customers. They will need to outsource this element of the business as it is not an area they have worked in. What would be the most effective way for them to approach the market for a digital partner?

- A. Early engagement with the whole market
- B. Pre-define all requirements before approaching the market
- C. Review existing suppliers only

- D. Cost-based review of the market

**Answer: A**

Explanation:

Early engagement with the whole market is crucial when entering a new technical domain. It allows the company to assess the capabilities, innovations, and fit of various suppliers before locking down specifications. CIPS guidance emphasizes the value of market engagement in developing effective specifications and selecting the right partner.

**NEW QUESTION # 40**

Which stage of team development is usual at the outset of working with stakeholders?

- A. Performing
- B. Storming
- **C. Forming**
- D. Norming

**Answer: C**

Explanation:

In Tuckman's model of team development, the Forming stage occurs at the outset. Team members meet, roles are unclear, and there is little conflict. Stakeholder teams will be in this stage initially before moving into storming (conflict), norming (agreement), and performing (high productivity).

**NEW QUESTION # 41**

A buyer has a requirement to purchase 1,000 widgets for a manufacturing company. The widgets are critical for the next stage of the manufacturing process. What would be the key selection criterion for this buyer?

- **A. Ability to deliver by the deadline**
- B. Ability to meet ISO standards
- C. Ability to add value to the order
- D. Ability to produce low-cost widgets

**Answer: A**

Explanation:

Timely delivery is essential to prevent disruptions in critical manufacturing processes. While cost and standards are important, they are secondary when urgency and dependency are high.

**NEW QUESTION # 42**

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