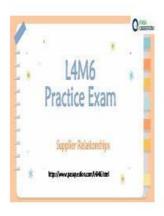
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CIPS Supplier Relationships Sample Questions (Q31-Q36):

NEW QUESTION #31

A restricted market is a market where there are only a small number of capable and competent suppliers. Which of the following is not a reason for a marketplace to be restricted?

- A. Low levels of profitability
- B. Strong governmental regulation
- C. The product is easy to source elsewhere
- D. High barriers to entry

Answer: C

Explanation:

The correct answer is 'The product is easy to source elsewhere'. The other three are given as reasons a marketplace might be restricted on p.138. Other reasons also include; brand loyalty, difficult access to distribution channels, and companies colluding.

NEW QUESTION #32

The use of technical jargon can result in what?

- A. Lack of transparency
- B. Increased price
- C. Misunderstanding
- D. Lack of trust

Answer: C

Explanation:

Using technical jargon can lead to misunderstandings if not all parties understand the jargon. See p. 158 on communication issues

NEW OUESTION #33

Which one of the following is an advantage of early supplier involvement?

- A. Understanding of supplier capabilities
- B. No need for supplier non-disclosure agreements
- C. Large investment in supplier communications
- D. Supplier is responsible for all intellectual property risks

Answer: A

Explanation:

Early supplier involvement highlights supplier strengths and capabilities, enabling collaborative development. This supports innovation and optimizes the procurement process.

NEW QUESTION #34

A medical consumables buyer has adopted a close relationship approach with their suppliers that are considered to be complicated, technical suppliers. Is this the right approach?

- A. No, as there is often a supply risk with items offered
- B. Yes, as the items are of high financial risk
- C. Yes, as all the items supplied are off the shelf

• D. No, as there are only a small number of suppliers in the marketplace

Answer: B

Explanation:

Complex and technical suppliers often involve high financial risks due to the critical nature of their products.

A close relationship ensures better collaboration, risk management, and value generation.

NEW QUESTION #35

A comprehensive approach to managing the termination of a contractual relationship would include ...

- A. Giving qualitative feedback only
- B. Setting aside the value of existing work done by both parties
- C. Setting remedies and compensation for contractual breaches
- D. Attacking the personalities, not the problem

Answer: C

Explanation:

Effective termination includes remedies and compensation to address any contractual breaches, ensuring fairness and compliance with legal and ethical obligations.

NEW QUESTION #36

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