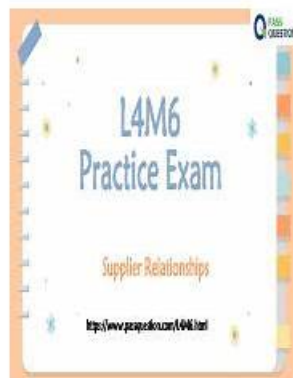


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CIPS Supplier Relationships Sample Questions (Q206-Q211):

NEW QUESTION # 206

When overcoming stakeholder resistance in a procurement-led project, which of the following groups would have the highest level of influence on other stakeholders?

- * Negative leaders
 - * Silent opponents
 - * Supporters
 - * Promoters
-
- A. 1 and 4 only
 - B. 3 and 4 only
 - C. 2 and 3 only
 - D. 1 and 2 only

Answer: A

Explanation:

In stakeholder management, Negative leaders and Promoters possess high influence over others:

* Negative leaders: Individuals who oppose the project and can sway others against it due to their influence.

* Promoters: Advocates who support the project and can positively influence others.

Understanding these dynamics is crucial for effectively managing stakeholder resistance.

As highlighted in the CIPS study materials:

"Overcoming resistance- Promoters - They have a high influence on other stakeholders and support the project. They support and empower."

NEW QUESTION # 207

A vehicle company has a partnering relationship with the manufacturer of its engines. The manufacturer is considered a key partner and is already involved in product development at the vehicle company in several strategic projects. The car company and engine manufacturer have integrated systems for a just-in-time (JIT) delivery. Is this an example of a significant integration partnership?

- A. Yes, as this is an example of a target costing approach
- B. No, as there is a short-term focus on the relationship
- C. No, it is an example of a less time-intensive partnership
- D. Yes, because it includes elements of joint product development

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

The described relationship includes:

* Joint Product Development: Collaborative involvement in strategic projects indicates a deep partnership.

* Integrated Systems: JIT delivery systems require synchronized operations, reflecting significant integration.

These elements are hallmarks of a significant integration partnership.

Reference:

"Strategic Supply Chain Partnership"-ResearchGate: Strategic Supply Chain Partnership

NEW QUESTION # 208

Which of the following is an important step in partnership sourcing?

- A. Ensuring the other party has as little margin as possible
- B. Secretly formulating an exit strategy
- C. Selling the idea to management
- D. Imposing and enforcing unrealistic KPIs

Answer: C

Explanation:

For partnership sourcing to succeed, senior management buy-in is essential. Selling the idea internally ensures commitment of

resources, trust, and long-term strategy alignment. Options A and D undermine partnerships, while B contradicts the open and collaborative nature of partnership sourcing.

NEW QUESTION # 209

In Public Sector procurement a PIN is sent out to inform suppliers of an upcoming tender opportunity. What does PIN stand for?

- A. Procurement Information Number
- B. Possibilities Identified Notice
- C. **Prior Information Notice**
- D. Procurement Identification Number

Answer: C

Explanation:

A PIN is a 'prior information notice' - it is sent out before the ITT to let suppliers know that an opportunity is coming up and they should look out for it. See p 72 "supplier identification- public sector" for more details.

NEW QUESTION # 210

Which circumstances make a buyer more attractive to the supplier?

- A. When the buyer negotiates longer credit terms
- B. **Where the brand profile is high**
- C. When the buyer is very procedural in its systems
- D. **Where the buyer exercises a stringent code of conduct**

Answer: B,D

Explanation:

Buyers with a strong brand profile and adherence to ethical standards attract suppliers, as they provide market prestige and assurance of fair practices. This aligns with CIPS's emphasis on ethical procurement.

NEW QUESTION # 211

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