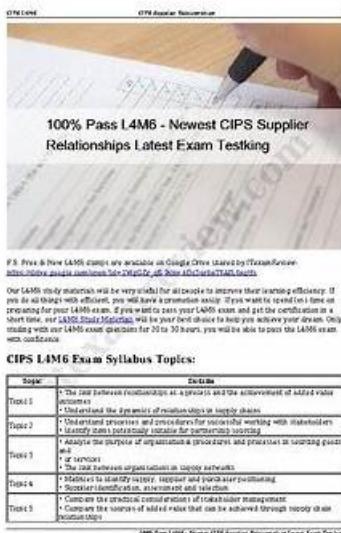


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CIPS Supplier Relationships Sample Questions (Q242-Q247):

NEW QUESTION # 242

The Pareto Principle is sometimes also known as what?

- A. Five Forces
- B. JIT
- C. ABC Analysis
- D. Cost Engineering

Answer: C

Explanation:

Pareto is the 80:20 rule- this can be adapted to talk about supplier relationships, where instead of having 2 categories there are now 3 (A B and C). CIPS use the terms Pareto and ABC interchangeably. See p.16 for further information

NEW QUESTION # 243

A law firm is ending an agreement with a client they have represented for many years. What is the most important legal consideration to be taken before terminating?

- A. Finance
- B. Confidentiality
- C. Security
- D. Employee rights

Answer: B

Explanation:

Confidentiality is critical in professional relationships, especially for law firms, as they handle sensitive client information. Ensuring that all legal obligations to protect this information are met aligns with ethical and legal best practices.

NEW QUESTION # 244

Phone Maker Incorporated is a manufacturer of mobile phones. It is considering investing in a partnership with its supplier of batteries and circuit boards as it wishes to produce new models of its phone more regularly. What is the main driver for Phone Maker Incorporated?

- A. Changes in the marketplace
- B. Reduced product life-cycles
- C. Better quality products
- D. Cheaper costs

Answer: B

Explanation:

The correct answer is 'reduced product life-cycles'. In this example the reason for entering a partnership is to be able to produce new models of phones more quickly- this is likely because consumers are wanting to change mobile phones more often than they did

in the past, so in order to keep up with demand, Phone Maker Incorporated need to produce more phones, more quickly. Drivers of Partnership Sourcing is a key topic in the exam - you can revise these by looking at p.127 in the Study Guide

NEW QUESTION # 245

Matt Blanche is the manager of a procurement team. Two high-performing individuals in the team have regular conflicts between them. Which of the following resolutions would be appropriate to resolve the conflict? Select all that apply.

- A. Move one of the staff members to another team
- B. Avoid the issues and let the staff members resolve their differences themselves
- C. Set up a meeting with the individuals and set mutual targets for both of them
- D. Set up individual meetings with the staff members to see if the issues are personal or work-related

Answer: C,D

Explanation:

Comprehensive and Detailed Explanation:

Effective conflict resolution involves:

* Individual Meetings: Understanding the root cause of the conflict by discussing with each individual separately to determine if issues are personal or work-related.

* Joint Meetings with Mutual Targets: Bringing the individuals together to set mutual goals can foster collaboration and reduce friction.

Avoiding the issue (Option D) or moving a team member (Option C) are not proactive solutions and may not address the underlying problem.

Reference:

"5 Conflict Resolution Tips to Restore Team Harmony"-Procurious: Conflict Resolution Tips

NEW QUESTION # 246

Which of the following options are legitimate reasons for terminating a contract? Select TWO that apply.

- A. There has been a serious breach of contract terms
- B. Your internal stakeholder requested the wrong items
- C. One of the contracted parties has clearly failed to perform its duties
- D. You ordered 10,000 items instead of 1,000
- E. Your MRP system placed a replenishment order that you do not need

Answer: A,C

Explanation:

Legitimate reasons for contract termination under CIPS guidelines include failure to perform duties and serious breaches of contract terms. Ordering errors or changes in stakeholder needs are not valid termination grounds unless explicitly stated in the contract. This protects both parties from unjustified termination risks.

NEW QUESTION # 247

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