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CIPS Level 4 – Diploma in Procurement and Supply

Supplier Relationships [L4M6]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

L4M6 Sample Questions V5 Sept 2020

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CIPS Supplier Relationships Sample Questions (Q12-Q17):

NEW QUESTION # 12

A doctor's surgery requires a complex database system to manage all of its patients data, which is highly sensitive. The system also needs to link to other departments of the health service such as physiotherapy and intensive care. The Manager of the surgery is considering outsourcing the management of the database to an IT company. What is the Manager's main motivation for doing this?

- A. The supplier is an expert in their field
- B. This will result in cost-savings
- C. This will free-up internal resources
- D. This will result in economies of scale

Answer: A

Explanation:

The reason for outsourcing in this example is that the IT firm is an expert in their field. The requirement is complex and important and this is the reason why it is not being delivered in-house. The other answers given CAN be reasons for out-sourcing, but don't relate to this example. For a full list of reasons a company could use outsourcing see p. 4-5

NEW QUESTION # 13

A local council requires facilities management services for ten schools based in their region. This service is a high spend, high risk, critical contract. Which sourcing approach would be the most appropriate?

- A. Competitive tendering
- B. Statement of source requirements
- C. Request for quotation
- D. Direct negotiation

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

For high-value and high-risk contracts, such as facilities management services for multiple schools, competitive tendering is the most appropriate sourcing approach. This process involves inviting multiple suppliers to submit bids, ensuring transparency, fairness, and the opportunity to assess various proposals to select the most suitable supplier. It helps in mitigating risks and achieving value for money.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 14

A local government procurement team is undertaking a full review of their current internal working processes.

The team of buyers currently have a partnership-style relationship with their routine suppliers. Is this the best relationship style to use?

- A. No, as there are many suppliers available
- B. Yes, as they present a great deal of risk to the organization
- C. Yes, as these are low-value items
- D. No, as these are critical items to the buying organization

Answer: A

Explanation:

Routine suppliers typically supply low-value, low-risk items. Maintaining partnerships in such cases is inefficient since alternative suppliers are readily available. Adopting a transactional or adversarial relationship would be more appropriate.

NEW QUESTION # 15

In a partnership who is responsible for decision making?

- A. The buyer
- **B. Both the supplier and the buyer**
- C. The supplier
- D. The project steering committee

Answer: B

Explanation:

The correct answer is both the supplier and the buyer- joint decision making is a key aspect of partnership relationships. A project steering committee decides on priorities, suggests improvements, conducts audits etc.

See p.152

NEW QUESTION # 16

Grey Stone Memorial Hospital is a private medical facility which has an idea for a vaccine to a deadly disease, but does not have the capacity to make the vaccine itself. It is considering partnering with a well-known pharmaceutical company in order to bring the vaccine to market. What is the biggest risk to Grey Stone?

- **A. Intellectual Property Rights**
- B. Uninformed stakeholders
- C. Low quality product
- D. Increased Costs

Answer: A

Explanation:

The correct answer is 'Intellectual Property Rights'. Grey Stone will need to share its idea for the vaccine with the pharmaceutical company and this is risky if there is no trust between the parties. See p.134 for more information on Risks of Partnerships.

NEW QUESTION # 17

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