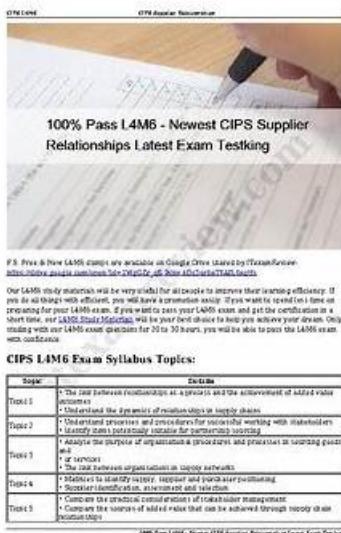


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CIPS Supplier Relationships Sample Questions (Q205-Q210):

NEW QUESTION # 205

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 consolidation in the supply chain
- **B. Sudden changes in the marketplace**
- C. You discover that the supplier has a high profit margin
- D. The buyer wishes to create a new product and requires input from a supplier

Answer: B

Explanation:

The correct answer is 'Sudden changes in 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. P. 163

NEW QUESTION # 206

Red Ltd and Blue Ltd have had a disagreement over a high value project they have been partnering on. They have been unable to resolve the issues inhouse and Red Ltd has suggested Mediation as an option. Is this a good option?

- A. Yes- mediation means the buyer and supplier agree to accept a third party's decision which will solve the disagreement issues
- B. No- it would be better to solve the disagreement in-house
- C. No- mediation could have a negative impact on the companies' reputation
- **D. Yes- mediation involves a neutral third party and gets both parties to attempt to reach a compromise**

Answer: D

Explanation:

The correct answer is 'Yes- mediation involves a neutral third party and gets both parties to attempt to reach a compromise'. Be careful not to confuse mediation with arbitration - arbitration is when the buyer and supplier agree to accept a third party's decision which will solve the disagreement issues. See p.112 for more information on solving disputes

NEW QUESTION # 207

Partnership relationships are long-term relationships without a defined end period. Is this statement TRUE?

- **A. Yes-partnerships do not have end dates because they involve significant investment**
- B. No- partnerships have end dates as they are contractual relationships
- C. No- partnerships should have end dates so both parties have a way out if things don't work out
- D. Yes- partnerships do not have end dates because there is never a contract involved

Answer: A

Explanation:

The correct answer is 'Yes-partnerships do not have end dates because they involve significant investment'. This is explained on p.126. Partnerships can involve contracts - so the other 'yes' answer is incorrect.

NEW QUESTION # 208

Under what circumstances should a competitive tender not be completed? Select TWO.

- A. When the items are of high value
- B. When the items are of low value
- C. When there is a clear specifications
- D. When there is not a clear specification

Answer: B,D

Explanation:

Note the word 'NOT' in the question. In order for a competitive tender to be successful, there should be a clear specification in place (i.e. you need to know what you want, in order for suppliers to bid for it).

Competitive tendering should also only be used for high value purchases; it's time consuming to do, so you wouldn't do it for low value items such as pens for the office. Therefore the correct answer to this question is

'items are of low value' and 'there isn't a clear specification'. There's a useful table on p.73 of when you would and wouldn't use a competitive tender.

NEW QUESTION # 209

A supplier is working with a buyer who represents a large percentage of his business. Without this particular buyer, the supplier would likely go out of business. There has been a dispute in the last invoice which the buyer is not happy about. What technique should the supplier use when talking to the buyer about this?

- A. Avoiding- the supplier should avoid talking with the buyer as this may result in conflict
- B. **Accommodating**- the supplier should show a large degree of co-operativeness as the buyer is important to their survival
- C. Competing- the supplier needs to earn more money as they are struggling financially
- D. Accepting - the supplier should accept that conflict should sometimes occur in buyer: supplier relationships and work hard to avoid them

Answer: B

Explanation:

The correct answer is 'accommodating'. This Question: is based

on the Thomas-Kilmann Conflict model on p.87. This comes up quite a bit in the exam. It is comprised of 5 techniques for dealing with conflict; competing, collaborating, compromising, avoiding and accommodating. In this instance, the supplier should have a high degree of co-operativeness and a low degree of assertiveness as the long-term relationship is very important- more important than the outcome of the disputed invoice.

NEW QUESTION # 210

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