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CIPS Supplier Relationships Sample Questions (Q14-Q19):

NEW QUESTION # 14

The Kraljic Model is most useful for which aspect of procurement?

- A. risk management
- **B. category management**
- C. cost analysis
- D. cost reduction

Answer: B

Explanation:

The Kraljic model "plays a key part in category management" p.19 of the textbook. Category Management = the spend in an organisation, broken down into categories of related products (e.g. IT, facilities management, marketing). Each of these categories could be plotted on the Kraljic Matrix.

NEW QUESTION # 15

Which of the following are features of a partnership sourcing relationship compared with a traditional adversarial relationship? Select TWO that apply.

- **A. Emphasis on quality with zero defects**
- B. Emphasis on the lowest price
- C. Emphasis on short-term relationship
- **D. Emphasis on long-term relationship**
- E. Emphasis on inspection of incoming supplies

Answer: A,D

Explanation:

Partnerships emphasize mutual goals such as quality improvement and long-term collaboration, contrasting with adversarial relationships that focus on cost and short-term gains.

NEW QUESTION # 16

National Hospital Trust (NHT) has entered into a partnership relationship with a major facilities management provider. The two organizations have agreed on the approach to undertake regular reviews and audits. The audit approach will include which of the following?

- A. Category management and supplier rationalization
- **B. Lessons learned and continuous improvement**
- C. Macro and micro environmental analysis
- D. Specification development and management

Answer: B

Explanation:

Regular reviews focusing on lessons learned and continuous improvement ensure the partnership remains effective and aligned with objectives. This supports ongoing collaboration and operational excellence.

NEW QUESTION # 17

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. Yes- partnerships do not have end dates because there is never a contract involved
- D. No- partnerships should have end dates so both parties have a way out if things don't work out

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 # 18

Mandy is looking to source windows and doors for a new build apartment block. She has done some initial research and has discovered that there are many suppliers in the marketplace that can supply the items she needs. As it is a high-value project she is thinking of running a formal tender. What should be Mandy's first step?

- A. Run a restricted competition- send out a RFI
- **B. Run a restricted competition - send out a PQQ**
- C. Run an open competition - send out an ITT
- D. Run an open competition - send out a RFQ

Answer: B

Explanation:

The correct answer is 'run a restricted competition - send out a PQQ'. This Question: tests both your understanding of when to run open and restricted competitions (which is explained on p.75) and your understanding of tender documents. Mandy should run a restricted competition- there are a lot of options in the marketplace and this will allow her to pre-qualify those who best suit her requirements. Running an open competition when there are lots of suppliers would be too time-consuming- you need a way of making a short-list. When you run a restricted competition, the first stage is sending out a PQQ- pre-qualification questionnaire; this document is sent to suppliers asking for necessary information to support their qualification as an approved supplier.

NEW QUESTION # 19

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