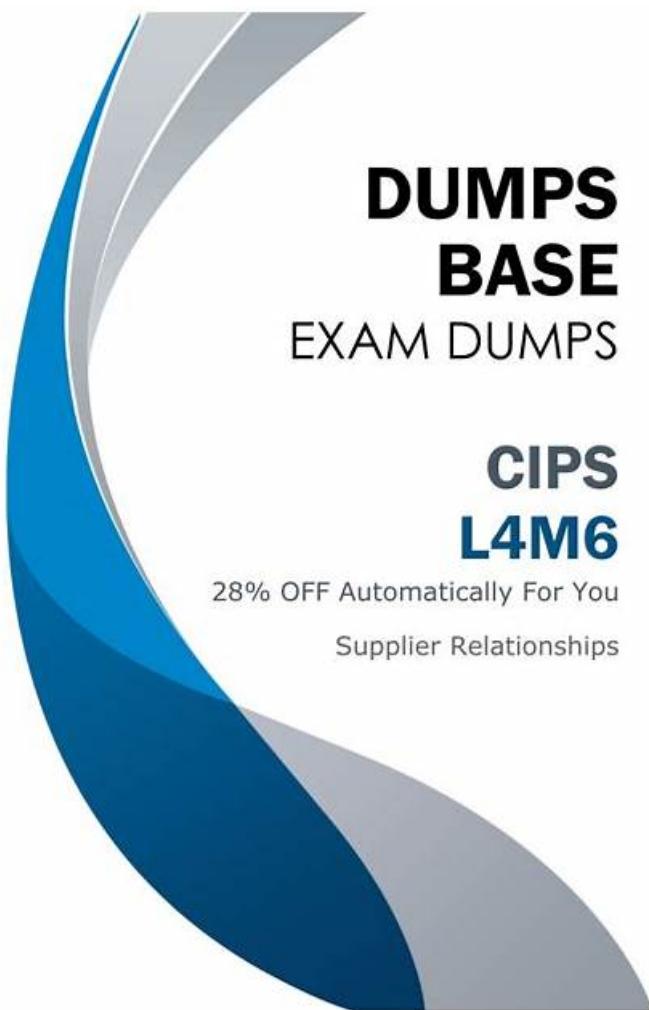


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CIPS Supplier Relationships Sample Questions (Q101-Q106):

NEW QUESTION # 101

Security company ARLA has recently won a new contract for guarding a school. Another company, ENA, has previously been providing the contract and employed the current guard who has worked at the school for 5 years. What key legal issue needs to be considered when the current relationship is terminated and the new company takes over?

- A. Employment rights
- B. Intellectual property rights
- C. Quality policies
- D. Sustainability policies

Answer: A

Explanation:

When contracts for services transfer between providers, TUPE regulations (Transfer of Undertakings - Protection of Employment) apply in many jurisdictions. Employees retain their rights and continue employment under the new employer. Thus, employment rights are the key legal concern.

NEW QUESTION # 102

A partnership between a software development company and a software supplier has recently been created. In order for the partnership to be successful, what is a critical action to take in the early stages of their relationship?

- A. Complete audits on the performance of both parties
- B. Promote the new partnership
- C. Look at costing models
- D. Define the standards both parties are expected to meet

Answer: D

Explanation:

Defining standards ensures clear expectations and provides a foundation for accountability and alignment, which are critical for the success of any partnership.

NEW QUESTION # 103

Fashion buyer Kamal Sumai is working closely with a key overseas supplier and is monitoring and forecasting cost volatility within the fabric market. Kamal has decided it is the right time to raise a purchase order with his supplier for a greater quantity of fabric than he currently needs. Kamal is attempting to avoid an imminent price increase. What is this tactic known as?

- A. Hedging buying
- B. Derivative buying
- C. Forward buying
- D. Spot buying

Answer: C

Explanation:

Forward buying involves purchasing in advance to lock in current prices and avoid future increases. This strategy is effective in volatile markets where price hikes are anticipated.

NEW QUESTION # 104

Which of the following would be benefits of partnership sourcing? Select TWO that apply.

- A. No need for contracts
- B. Reduction in stakeholder numbers
- C. Reduction in inflation
- **D. Reduction in costs**
- E. Continuity of supply

Answer: D,E

Explanation:

Partnership sourcing improves efficiency through cost reduction and ensures continuity of supply by fostering long-term, collaborative relationships with key suppliers, as highlighted in CIPS guidelines.

NEW QUESTION # 105

Barry is a procurement manager at Sea Biscuits, a company which manufactures biscuits in the shape of dolphins and starfish. He works in an office that orders stationary regularly for its 100 person workforce.

Stationery is a low-spend category item and Barry often orders stationary from different suppliers based on which supplier can provide the item the cheapest at that point in time. According to the Kraljic matrix, what type of suppliers provides stationary to Barry?

- A. leverage
- B. Bottleneck
- C. strategic
- **D. routine**

Answer: D

Explanation:

Stationery is a routine item; it is ordered often (as Barry uses different suppliers), it is a low category spend, and low risk to the business' operations (a late delivery of pens isn't going to stop the company making its biscuits). There are lots of questions on Kraljic in the exam - do revise this topic and ensure you understand each of the four quadrants of the matrix (see p.20)

NEW QUESTION # 106

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