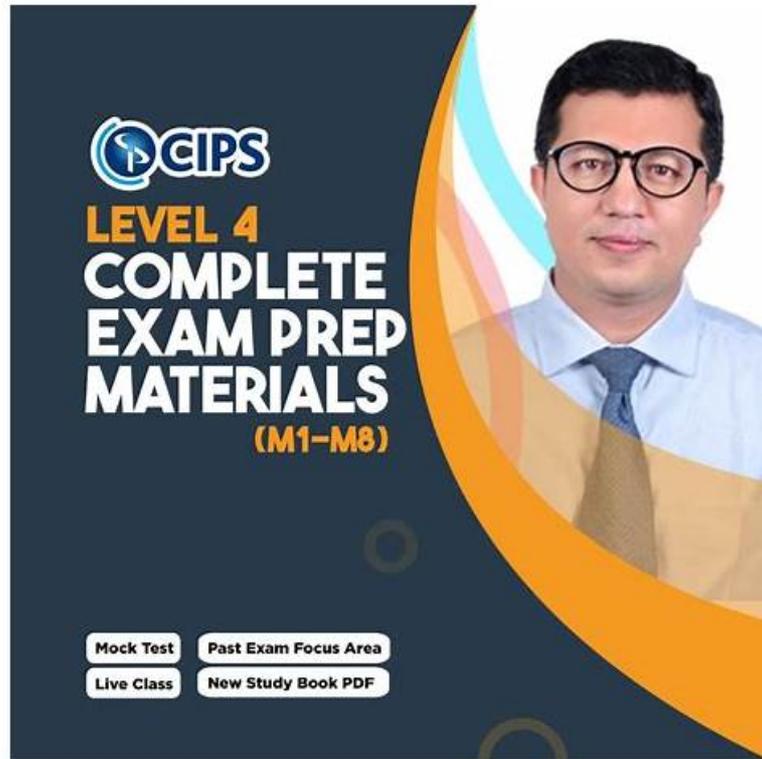


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CIPS Supplier Relationships Sample Questions (Q173-Q178):

NEW QUESTION # 173

Which of the following would be the most likely driver for a manufacturing organisation to consider partnership sourcing?

- A. Raw material prices are reducing
- **B. Product life cycles are shortening**
- C. To increase the number of suppliers
- D. The marketplace is stable and costs are decreasing

Answer: B

Explanation:

Shortening product life cycles require close collaboration and innovation between buyer and supplier to stay competitive. Partnership sourcing provides shared development, reduced lead times, and improved responsiveness. Stable markets or falling costs do not justify partnerships; they are best suited for high-risk, fast-changing environments.

NEW QUESTION # 174

Which of the following activities are likely to be undertaken in Pareto Analysis?

- * Focusing on items that will leverage procurement's time in order to add value
 - * Identifying items into leverage and strategic, thus helping to prioritise procurement activities
 - * Separating items into critical few and trivial many to determine areas of higher spend
 - * Helping to determine the buyer's attractiveness to the supplier
- A. 1 and 2 only
 - **B. 1 and 3 only**
 - C. 2 and 4 only
 - D. 2 and 3 only

Answer: B

Explanation:

Pareto Analysis is based on the 80/20 principle, which CIPS uses to help procurement professionals:

- * Identify the small number of items accounting for the majority of spend or value
- * Focus effort where it adds the most value

Key activities include:

- * Prioritising procurement time and resources (Statement 1 #)
- * Separating spend into critical few and trivial many (Statement 3 #)

Statement 2 relates to Kraljic portfolio analysis, and Statement 4 relates to supplier preferencing, not Pareto.

L4M6 Reference:

- * Learning Outcome 1: Understand procurement analysis and segmentation tools
- * Topic: Pareto (80/20) analysis
- * CIPS L4M6 Study Guide - Spend analysis and prioritisation

NEW QUESTION # 175

In which procurement process is a PQQ not issued?

- **A. Open**
- B. Competitive Procedure with Negotiation
- C. Restricted
- D. Competitive Dialogue

Answer: A

Explanation:

Open Tender processes are a one-stage process which issues and ITT. It has no PQQ (selection) stage. P. 77

NEW QUESTION # 176

Partnership sourcing is often considered a 'high-risk' strategy for a buyer. Which of the following is not a risk generally associated with partnership sourcing?

- A. Reduced waste in the supply chain
- B. Sharing commercially sensitive data with another party
- C. Single-sourcing may leave the buyer without a supply if the supplier goes into liquidation
- D. Supplier may become complacent

Answer: A

Explanation:

The correct answer is 'Reduced waste in the supply chain' - this is not a risk, this is a benefit P.134

NEW QUESTION # 177

Which of the following relationship types are listed on the relationship spectrum?

- * Partnership
- * Contractual
- * Transactional
- * Conspiratorial

- A. 1 and 2 only
- B. 1 and 3 only
- C. 2 and 4 only
- D. 2 and 3 only

Answer: B

Explanation:

Comprehensive and Detailed Explanation:

The relationship spectrum in procurement outlines the range of relationships between buyers and suppliers, from transactional to strategic partnerships. Key types include:

- * Transactional: Short-term, price-focused relationships with minimal collaboration.
- * Partnership: Long-term, collaborative relationships with shared goals and mutual benefits.

While "contractual" refers to the legal agreement aspect of relationships, it is not a specific type on the relationship spectrum.

"Conspiratorial" is not a recognized relationship type in procurement contexts.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 178

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