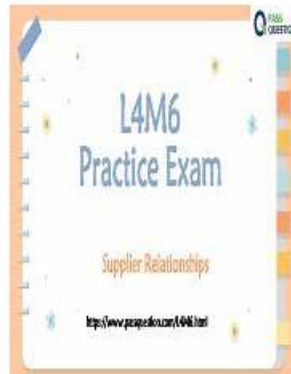


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CIPS Supplier Relationships Sample Questions (Q177-Q182):

NEW QUESTION # 177

A garden centre has recently purchased some lollypop sticks to use as plant labels. The staff have written the name of the plant on the lollypop stick and put it next to the plant. This helps them identify which plant is which. However, after a couple of weeks, the lollypop sticks have become mouldy and the writing has faded.

Staff are now struggling to identify their plants. The Manager of the garden centre is considering returning the lollypop sticks and asking for a full refund as they were not fit for purpose. Can the Manager do this?

- A. No- the manager cannot prove that the product is faulty
- B. Yes- so long as the manager kept the receipt
- C. Yes- the lollypop sticks have gone mouldy- this is unacceptable
- **D. No- as this was not the lollypop sticks intended purpose**

Answer: D

Explanation:

The correct answer is 'no- as this was not the lollypop sticks intended purpose'. When deciding if something is fit for purpose, you must consider its intended and common purpose. In this case it would be for making lollypops. As the garden centre is using them for something other than their intended purpose, they can't complain if it doesn't work. Fit for purpose is discussed on p.65 p.s. there's a question like this in the real exam - it's just not lollypop sticks ;)

NEW QUESTION # 178

Laura is working with suppliers on the design of a component for a new boiler. One of the current suppliers suggested manufacturing the component from plastic they recently developed and patented, rather than commonly used brass. What competitive force is this supplier creating in the market to affect competition?

- A. New entry
- B. Supplier power
- **C. Substitute**
- D. Buyer power

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

In Porter's Five Forces framework, the threat of substitutes refers to the availability of products or services that can perform the same function as the industry's product. The supplier's suggestion to use a newly developed plastic component instead of the traditional brass one introduces a substitute product. This alternative can potentially change the dynamics of the market by offering different benefits, such as cost savings or improved performance, thereby affecting competition.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 179

Can a cost leadership strategy be described as 'no frills'?

- **A. Yes, it lowers the cost and increases the competitive scope**
- B. Yes, it lowers the cost and differentiates the product
- C. No, as it increases the costs and differentiates the product
- D. No, as it increases the costs and narrows the market segment

Answer: A

Explanation:

Cost leadership (Porter's generic strategy) is often referred to as a "no-frills" approach, where the organisation focuses on reducing costs and offering competitive prices across a broad scope. The aim is to become the lowest-cost producer while maintaining acceptable quality.

NEW QUESTION # 180

Which of the following options are legitimate reasons for terminating a contract? Select TWO that apply.

- A. Your internal stakeholder requested the wrong items
- B. Your MRP system placed a replenishment order that you do not need
- C. You ordered 10,000 items instead of 1,000
- **D. There has been a serious breach of contract terms**
- **E. One of the contracted parties has clearly failed to perform its duties**

Answer: D,E

Explanation:

Legitimate reasons for contract termination under CIPS guidelines include failure to perform duties and serious breaches of contract terms. Ordering errors or changes in stakeholder needs are not valid termination grounds unless explicitly stated in the contract. This protects both parties from unjustified termination risks.

NEW QUESTION # 181

The Queen Victoria is a traditional British pub which serves a range of alcoholic beverages. It has a partnership relationship with a local brewery which supplies several types of beer and cider. Logistics is a key concern for the Queen Victoria as deliveries must be made when there is room in the cellar to store the barrels of beer and cider. In what ways could the logistics risk be reduced?

- **A. Sharing up-to-date information**
- B. Batch ordering
- C. Issuing POs electronically.
- D. Using several suppliers instead of one

Answer: A

Explanation:

The logistics risk can be reduced by 'Sharing up-to-date information'. If the Pub tells the supplier when it's running low, they can then time the deliveries more accurately.

P. 136. A lot of the questions on the

'Partnerships' chapters of the book are common-sense questions like this. It involves reading the question and using logic, rather than relying on your knowledge of procurement. If you found this question easy - that's a good sign for the exam.

NEW QUESTION # 182

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The answer goes back to the creation of the Keogh Plan, With VMforce, L4M6 you can create hybrid applications that use Force.com for data and services, but are built with Java standard technologies such as Spring.

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