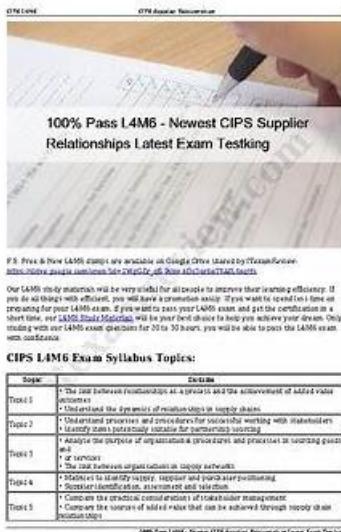


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CIPS Supplier Relationships Sample Questions (Q148-Q153):

NEW QUESTION # 148

In public sector procurement, according to EU legislation, certain items must be procured via open- competition. What type of items are these?

- A. Items of strategic importance
- B. Items of high value
- C. Items that are produced by lots of suppliers
- D. Items that are imported from outside the EU

Answer: B

Explanation:

The correct answer is 'items of high value'. This links into the EU procurement principle of 'Proportionality' meaning that the procurement process must be proportionate to the value of the contract. Therefore, high value contracts must be procured via competition. What is considered 'high value' is decided by 'thresholds'.

These are amended every 2 years to account for inflation etc, but you don't need to know what the thresholds are for this exam. P.75

NEW QUESTION # 149

Which of the following are correct statements with regards to a joint venture and with regards to a strategic alliance? Select TWO that apply.

- A. In a joint venture, a new company is formed between the partners
- B. A strategic alliance creates a new company formed between the partners
- C. A joint venture is also known as vertical integration
- D. A strategic alliance is managed by both partners
- E. A strategic alliance is a permanent arrangement

Answer: A,D

Explanation:

Comprehensive and Detailed Explanation:

* Statement B: A strategic alliance is an agreement between two or more parties to pursue a set of agreed- upon objectives while remaining independent organizations. It is typically managed jointly by the partners to achieve mutual benefits without forming a new legal entity. Wikipedia

* Statement C: In a joint venture, two or more parties create a new, separate legal entity by contributing equity, and they share in the revenues, expenses, and control of the enterprise. This new company is formed to undertake specific business activities.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 150

A supplier wishes to develop a new blood collection system for healthcare but needs to work with a clinical expert to develop the device. Why would a partnership be the best approach?

- A. It is a technically complicated supply
- B. Because it is a low-risk supply
- C. To gain market share
- D. To keep costs down

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

Developing a new blood collection system is a complex task that requires specialized knowledge and expertise. A partnership allows the supplier to collaborate closely with a clinical expert, combining their respective strengths to innovate effectively. This collaborative approach is essential for technically complicated supplies where joint development efforts can lead to better outcomes.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 151

A partnership relationship in portfolio analysis is appropriate for which category of procurement?

- A. Tactical acquisition
- B. Strategic security
- C. Tactical profit
- D. Strategic critical

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

In the context of portfolio analysis, particularly using the Kraljic Matrix, procurement items are categorized based on their profit impact and supply risk. Strategic critical items are those with high profit impact and high supply risk. These items are vital to the organization's operations and often have limited suppliers, making them critical to secure.

For such items, developing a partnership relationship is appropriate. This involves close collaboration, mutual trust, and long-term commitment between the buyer and supplier to ensure reliability, innovation, and continuous improvement.

Reference:

"Strategic items are high value and high risk... The buyer should seek to develop a partnership relationship with the supplier."- CIPS L4M6 Study Guide

NEW QUESTION # 152

A common reason attributed to many partnerships failing is ...

- A. No contract being in place
- B. A bad advertising campaign
- C. Poor communication
- D. Not winning every contract they bid for

Answer: C

Explanation:

Poor communication leads to misunderstandings, unmet expectations, and conflict, undermining partnerships.

CIPS stresses the importance of transparent and regular communication to ensure alignment and success.

NEW QUESTION # 153

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