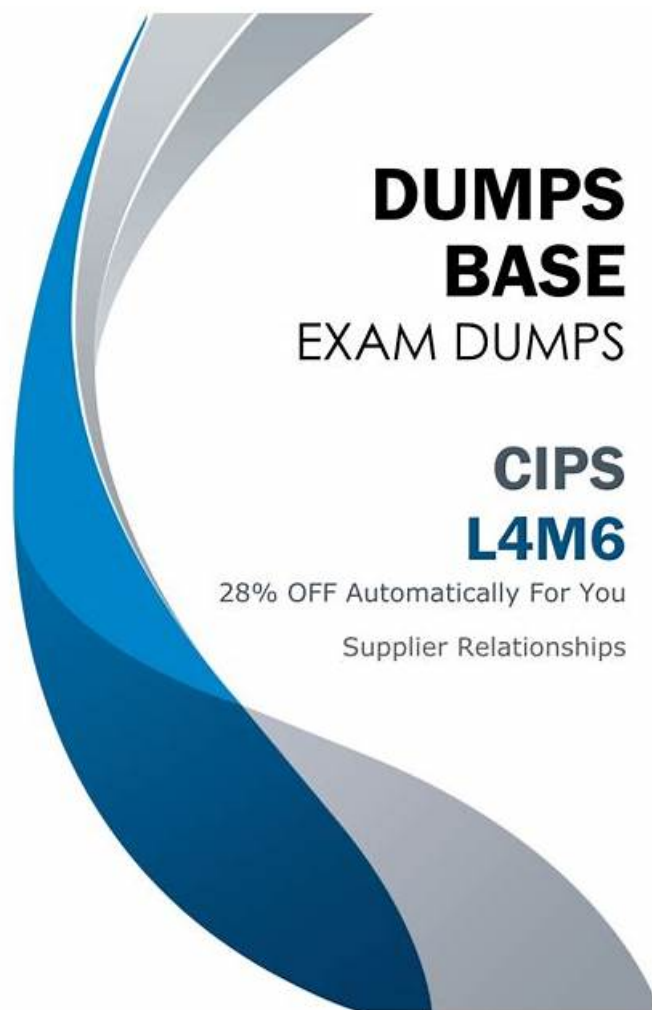


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CIPS Supplier Relationships Sample Questions (Q116-Q121):

NEW QUESTION # 116

Harry has just entered into a partnership with a key supplier. Although he is excited about the prospect, he thinks it's a good idea to set some goals and KPIs. Which of the following criteria should Harry use to decide if a KPI is appropriate?

- A. Measurable, achievable and relevant
- B. Significant, measurable and achievable
- C. Time bound, difficult and relevant
- D. Relatable, precise, and measurable

Answer: A

Explanation:

The correct answer is Measurable, achievable and relevant. This is from SMART KPIs on p. 151. Smart stands for specific, measurable, achievable, relevant, time-bound. In the exam they come up in different orders so be careful.

NEW QUESTION # 117

A buyer has a requirement to purchase 1,000 widgets for a manufacturing company. The widgets are critical for the next stage of the manufacturing process. What would be the key selection criterion for this buyer?

- A. Ability to deliver by the deadline
- B. Ability to produce low-cost widgets
- C. Ability to meet ISO standards
- D. Ability to add value to the order

Answer: A

Explanation:

When procuring critical components essential for the continuity of manufacturing processes, timely delivery becomes paramount. Delays can halt production lines, leading to significant financial losses. Therefore, the supplier's ability to meet delivery deadlines is the key selection criterion, as emphasized in the CIPS L4M6 study guide.

NEW QUESTION # 118

Which of the following documents would you expect a supplier to submit as part of a Request for Proposal? Select THREE

- A. Full pricing information
- B. Liquidity Ratio
- C. Risk Assessments
- D. Gearing Ratio
- E. Method Statements

Answer: A,C,E

Explanation:

You would expect a supplier to submit full pricing information, risk assessments and method statements. However, depending on what you're procuring, you might not need to see risk assessments or method statements. Liquidity and Gearing may be looked at during the Pre-Qualification stage, but wouldn't form part of a RFP. See p.76

NEW QUESTION # 119

Rivalry between suppliers is more likely to be intense in which of the following situations?

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

- D. 1 and 2 only

Answer: B

Explanation:

Intense rivalry occurs when suppliers are equally balanced and face high barriers to exit, leading to aggressive competition to retain market share, as described in Porter's Five Forces model.

NEW QUESTION # 120

Richie has come up with a new idea for sourcing items for the business but feels that it will have mixed reviews within the team. He thinks that some people will be in favour of the idea, and some will be against it.

He doesn't think the CEO will have a strong opinion either way. In order to decide whether to put a business case together and present his idea to the CEO- what should Richie do?

- **A. Force Field Analysis**
- B. Make vs Buy Analysis
- C. Value Engineering Analysis
- D. Cost Analysis

Answer: A

Explanation:

Richie should do a Force Field Analysis - this is explained on p.86 and is an idea of Kurt Lewin - it identifies the driving forces for a project and the restraining forces (basically who will be for it and who will be against it). The textbook doesn't go into much detail on this but there are questions on it in the exam- so have a quick google to familiarise yourself with Kurt Lewin's Force Field Analysis.

NEW QUESTION # 121

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