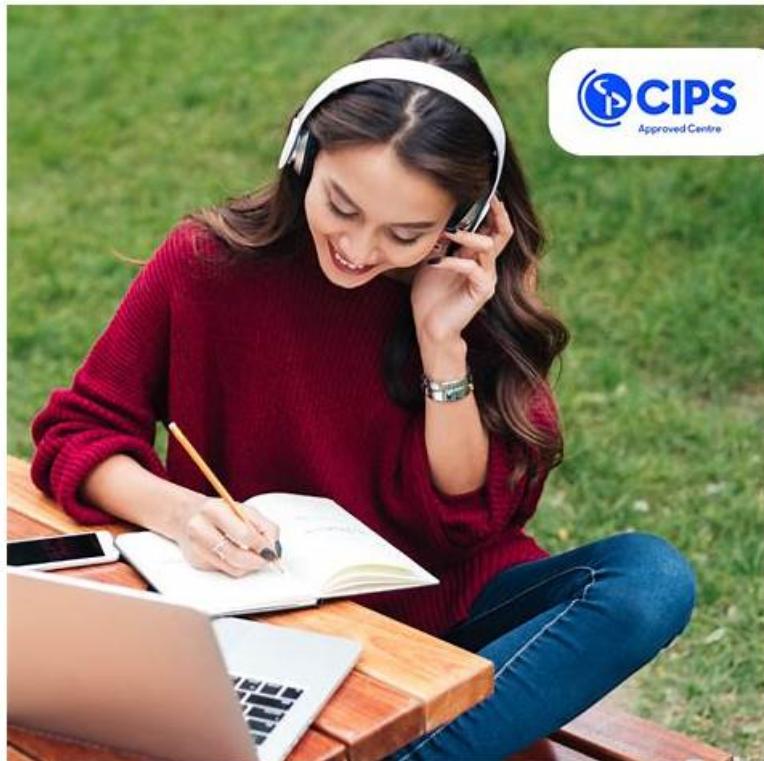


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CIPS Supplier Relationships Sample Questions (Q159-Q164):

NEW QUESTION # 159

A doctor's surgery requires a complex database system to manage all of its patients data, which is highly sensitive. The system also needs to link to other departments of the health service such as physiotherapy and intensive care. The Manager of the surgery is considering outsourcing the management of the database to an IT company. What is the Manager's main motivation for doing this?

- A. The supplier is an expert in their field
- B. This will free-up internal resources
- C. This will result in cost-savings
- D. This will result in economies of scale

Answer: A

Explanation:

The reason for outsourcing in this example is that the IT firm is an expert in their field. The requirement is complex and important and this is the reason why it is not being delivered in-house. The other answers given CAN be reasons for out-sourcing, but don't relate to this example. For a full list of reasons a company could use outsourcing see p. 4-5

NEW QUESTION # 160

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 costs
- D. Reduction in inflation
- E. Continuity of supply

Answer: C,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 # 161

In the relationship spectrum, which of the following describes the most competitive relationship?

- A. Transactional
- B. Adversarial
- C. Outsourcing
- D. Single sourced

Answer: B

Explanation:

An adversarial relationship is highly competitive, often win:lose, focusing on cost and negotiation power rather than collaboration. It contrasts with partnerships or strategic alliances.

NEW QUESTION # 162

Which of the following is a stage in the relationship lifecycle?

- A. Graduation
- B. Measuring
- C. Testing
- D. Decline

Answer: D

Explanation:

The relationship lifecycle typically involves phases such as initiation, development, maturity, and decline.

Decline is the final stage where the relationship's effectiveness diminishes, necessitating review or termination. This aligns with CIPS guidelines, which emphasize monitoring and evaluating relationships over time to identify when changes or termination are required.

NEW QUESTION # 163

A supplier is working with a buyer who represents a large percentage of his business. Without this particular buyer, the supplier would likely go out of business. There has been a dispute in the last invoice which the buyer is not happy about. What technique should the supplier use when talking to the buyer about this?

- A. Accepting - the supplier should accept that conflict should sometimes occur in buyer: supplier relationships and work hard to avoid them
- B. Avoiding- the supplier should avoid talking with the buyer as this may result in conflict
- C. Competing- the supplier needs to earn more money as they are struggling financially
- **D. Accommodating- the supplier should show a large degree of co-cooperativeness as the buyer is important to their survival**

Answer: D

Explanation:

The correct answer is 'accommodating'. This question is based on the Thomas-Kilmann Conflict model on p.87. This comes up quite a bit in the exam. It is comprised of 5 techniques for dealing with conflict; competing, collaborating, compromising, avoiding and accommodating. In this instance, the supplier should have a high degree of co-cooperativeness and a low degree of assertiveness as the long-term relationship is very important- more important than the outcome of the disputed invoice.

NEW QUESTION # 164

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