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CIPS Supplier Relationships Sample Questions (Q46-Q51):

NEW QUESTION # 46

Which of the following would you use to qualify new suppliers? Select THREE.

- A. clean
- B. commitment
- C. cost
- D. call
- E. collection

Answer: A,B,C

Explanation:

This is based on a real exam question- it's looking to see if you can remember Carter's 10 Cs. These are; cash, cost, consistency, culture, clean, communication, competency, capacity, commitment and control. (p.12 in the text book)

NEW QUESTION # 47

Which of the following are advantages for the buyer of entering into a partnership? Select TWO.

- A. They are likely to be able to gain price stability
- B. They will gain an increased volume of business
- C. There may be greater continuity of supply
- D. The supplier may become complacent

Answer: A,C

Explanation:

The correct answers are; They are likely to be able to gain price stability and There may be greater continuity of supply. The other options are an advantage for the supplier rather than the buyer (They will gain an increased volume of business) and a disadvantage of entering into a partnership (The supplier may become complacent). As you may have guessed from these questions - Partnerships come up a LOT in the exam. See p.130 for info on pros and cons of partnerships.

NEW QUESTION # 48

A comprehensive approach to managing the termination of a contractual relationship would include ...

- A. Setting aside the value of existing work done by both parties
- B. Setting remedies and compensation for contractual breaches
- C. Giving qualitative feedback only
- D. Attacking the personalities, not the problem

Answer: B

Explanation:

Comprehensive and Detailed Explanation:

Effective contract termination involves addressing any breaches through agreed-upon remedies and compensation. This ensures that both parties are treated fairly and that any disputes are resolved in accordance with the contract terms.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 49

Fred is a new procurement manager at a large engineering firm. They procure 100s of components and use these to make kitchen appliances such as kettles and toasters. He has been asked by his manager to look into procuring a new component which will go

into a new environmentally friendly kettle and has been asked to ensure that the firm receives value for money. What should Fred do?

- A. Contact current suppliers to try and get a good deal
- **B. Hold an open competition**
- C. Put together a business case to make the product in-house
- D. Invite known suppliers to bid for the contract

Answer: B

Explanation:

Fred should hold a competition as this is a 'key way of achieving value for money' p.67. Fred shouldn't put a business case together to make the product in-house without doing a make vs buy analysis, and that analysis showing make is the way to go. As the firm buy in 100s of components, it's very unlikely that making the component in-house would bring 'value for money'. He should also be careful of only looking at current suppliers or known suppliers- the best supplier of this new component might be unknown to the engineering firm at present.

NEW QUESTION # 50

Which of the following are possible drivers for partnership sourcing? Select THREE.

- **A. The need to improve performance to satisfy the end customer**
To increase production costs and lead-times
- **B. Working together will create synergies**
- C. The protection of intellectual property rights
- **D. The marketplace has become more volatile**

Answer: A,B,D

Explanation:

The correct answers are; The marketplace has become more volatile, Working together will create synergies and The need to improve performance to satisfy the end customer. Further Drivers of Partnership Sourcing can be found on p.127. The other answers are incorrect as entering a partnership won't protect intellectual property rights- in fact that's one of the big risks of entering into a partnership. Partnerships won't increase costs and lead-times, they're likely to decrease them.

NEW QUESTION # 51

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