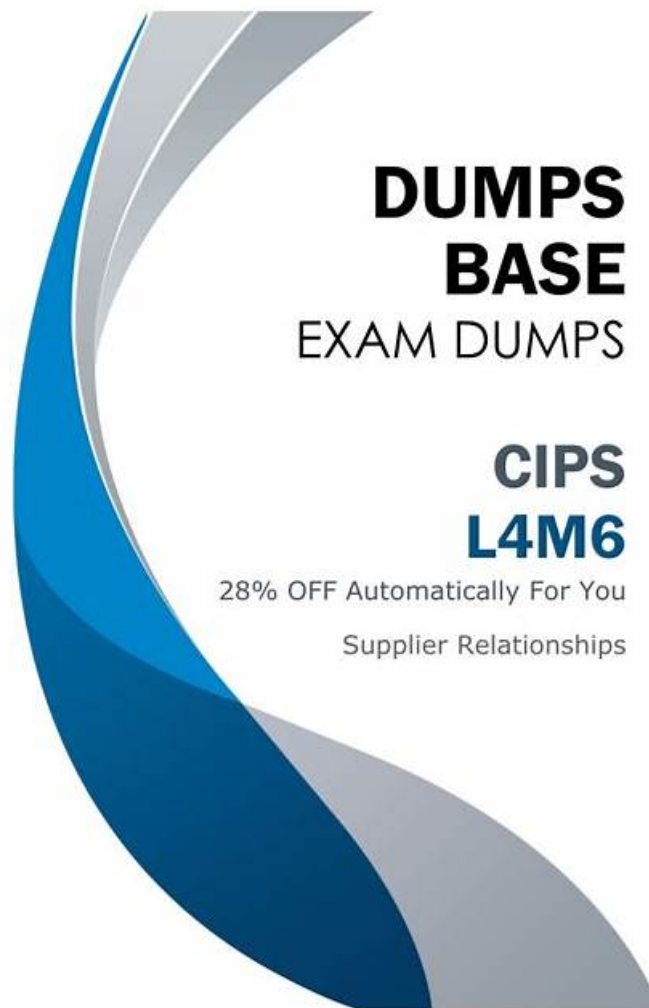


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## CIPS Supplier Relationships Sample Questions (Q178-Q183):

### NEW QUESTION # 178

Which of the following are not stages of team development? Select TWO.

- A. Achieving
- B. Mourning
- C. Accepting
- D. Forming
- E. Adjourning

**Answer: A,C**

Explanation:

This question is very, very similar to a real exam question and is a really mean one. The CIPS study guide describes stages of team development as forming, storming, norming and performing. Of those listed in the book only forming is listed above. What the textbook fails to tell you is that some people add on two additional stages to this model which are mourning and adjourning. I strongly recommend doing some further reading on this (it's called the Tuckman Group Development Model) as it comes up a lot in the exam and the study guide doesn't really go into enough detail.

### NEW QUESTION # 179

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

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

**Answer: A,B,C**

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 # 180

Cigarettes and alcohol are often described as having an 'inelastic price'. What does this mean?

- A. The product is subject to age restrictions
- B. The product is subject to high rates of tax
- C. Changes in price will not affect how much of the item is bought
- D. Changes in price will greatly affect how much of the item is bought

**Answer: C**

Explanation:

A product with an 'inelastic price' means that consumption doesn't really depend on how much it costs. So you could increase the price of alcohol and cigarettes and people would tend to still buy them. A product with an elastic price means that a change in price would have a large affect on the number of people who bought the item. See p.95 for more details on price elasticity.

### NEW QUESTION # 181

At what stage of the relationship cycle could you use Carter's 10 Cs?

- A. development and innovation
- B. segmentation and risk management
- C. on-boarding
- **D. qualification**

**Answer: D**

Explanation:

Carter's 10 Cs are a way to qualify (aka shortlist) a supplier. See p.11 for more details on this and p.10 for the stages of the relationship cycle.

### NEW QUESTION # 182

Value for money in the private sector is concerned with what?

- **A. Shareholder profit and business benefit**
- B. Ensuring taxpayers' money is spent wisely
- C. Getting the best price possible
- D. Getting the best quality possible

**Answer: A**

Explanation:

Value for money in the private sector is about achieving shareholder profit and business benefit (p.66). In the public sector it is about ensuring taxpayers' money is spent wisely. Value for money is a mixture of price and quality.

### NEW QUESTION # 183

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