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CIPS Level 4 - Diploma in Procurement and Supply

Supplier Relationships [L4M6]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

L4M6 Sample Questions V5 Sept 2828

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CIPS Supplier Relationships Sample Questions (Q182-Q187):

NEW QUESTION #182

A vehicle company has a partnering relationship with the manufacturer of its engines. The manufacturer is considered a key partner and is already involved in product development at the vehicle company in several strategic projects. The car company and engine manufacturer have integrated systems for a just-in-time (JIT) delivery. Is this an example of a significant integration partnership?

- A. No, it is an example of a less time-intensive partnership
- B. Yes, because it includes elements of joint product development
- C. No, as there is a short-term focus on the relationship
- D. Yes, as this is an example of a target costing approach

Answer: B

Explanation:

Comprehensive and Detailed Explanation:

The described relationship includes:

- * Joint Product Development: Collaborative involvement in strategic projects indicates a deep partnership.
- * Integrated Systems: JIT delivery systems require synchronized operations, reflecting significant integration.

These elements are hallmarks of a significant integration partnership.

Reference

"Strategic Supply Chain Partnership"-ResearchGate: Strategic Supply Chain Partnership

NEW QUESTION # 183

Francisco has entered a partnership with Pedro, who is a key supplier, and wants to ensure that the partnership achieves all of Francisco's goals. As well as qualitative and quantitative KPIs, what other measures could Francisco take to ensure the partnership is a success?

- A. Conduct regular audits
- B. Ensure there is a damages clause in the contract
- C. Do frequent appraisals on the supplier
- D. Threaten the supplier with termination if he underperforms

Answer: A

Explanation:

The correct answer is 'Conduct regular audits'. This is explained on p.153. You wouldn't do an appraisal on a supplier in a partnership relationship as both parties are equal. Threatening a partner isn't good for the relationship and a damages clause would be used in a contractual relationship rather than a partnership.

NEW QUESTION # 184

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

Answer: B,C

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:

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NEW OUESTION #185

A printing company is seeking to start developing a digital solution for its customers. They will need to outsource this element of the business as it is not an area they have worked in. What would be the most effective way for them to approach the market for a digital partner?

- A. Cost-based review of the market
- B. Pre-define all requirements before approaching the market
- C. Review existing suppliers only
- D. Early engagement with the whole market

Answer: D

Explanation:

Early engagement with the whole market is crucial when entering a new technical domain. It allows the company to assess the capabilities, innovations, and fit of various suppliers before locking down specifications. CIPS guidance emphasizes the value of market engagement in developing effective specifications and selecting the right partner.

NEW OUESTION # 186

Which of the following factors would you use to analyse the macro-environment? Select THREE.

- A. philosophical
- B. legislative
- C. social
- D. cultural
- E. political

Answer: B,C,E

Explanation:

STEEPLE is what is used to analyse the macro-environment; the factors are; social, technological, economic, environmental, political, legislative and ethical. Details of this can be found on p.43-44

NEW QUESTION #187

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