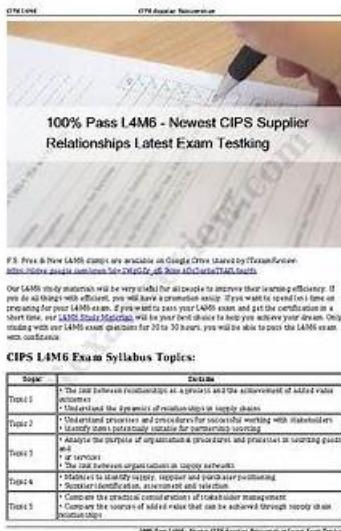


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## CIPS Supplier Relationships Sample Questions (Q66-Q71):

### NEW QUESTION # 66

Effective cost modelling involves which of the following?

- \* Data gathering
- \* Analysis of facts
- \* Supplier negotiation
- \* Issuing a request for quotation

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

### Answer: C

Explanation:

Comprehensive and Detailed Explanation:

Effective cost modelling is a process that helps in understanding the cost structure of a product or service. It involves:

- \* Data gathering:Collecting relevant data related to materials, labor, overheads, and other cost drivers.
- \* Analysis of facts:Evaluating the collected data to understand cost behaviors and identify areas for cost reduction.

Supplier negotiation and issuing a request for quotation are subsequent steps that may utilize the insights gained from cost modelling but are not part of the modelling process itself.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 67

In the Purchasing Portfolio Matrix, a leverage product is a product in a market where it is easy to switch suppliers and the quality is standardised. Is this TRUE or FALSE?

- A. False, the product is in a supply market which is highly complex and the product is of low importance
- B. True, the product is in a supply market which is of low complexity and the product is of low importance
- C. False, the product is in a supply market which is highly complex and the product is of high importance
- **D. True, the product is in a supply market which is of low complexity and the product is of high importance**

### Answer: D

Explanation:

Comprehensive and Detailed Explanation:

Leverage products are characterized by:

- \* High profit impact:They significantly affect the company's bottom line.
- \* Low supply risk:They are available from multiple suppliers, making it easy to switch if necessary.

These products often have standardized quality, and the competitive supply market allows buyers to negotiate favorable terms.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 68

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 # 69**

According to the STEEPLED analysis framework, what considerations are likely to be evaluated under the 'political' factor?

- \* Consumerism in the supply chains
- \* Grants and subsidies to the supply chains
- \* Civil unrest and war in the supply chains
- \* Wage rates in the supply chains

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

**Answer: C**

Explanation:

Political factors in STEEPLED analysis relate to:

- \* Government policy
- \* Political stability
- \* State intervention in markets

CIPS identifies grants and subsidies and civil unrest or war as political influences that can significantly impact supply chains. Consumerism is a social factor, and wage rates are economic factors.

L4M6 Reference:

- \* Learning Outcome 1: Understand external influences on procurement
- \* Topic: STEEPLED / PESTLE analysis
- \* CIPS L4M6 Study Guide - Political and macro-environmental factors

**NEW QUESTION # 70**

Under what circumstances should a competitive tender not be completed? Select TWO.

- A. When the items are of high value
- B. When there is not a clear specification
- C. When the items are of low value
- D. When there is a clear specification

**Answer: B,C**

Explanation:

Note the word 'NOT' in the question. In order for a competitive tender to be successful, there should be a clear specification in place (i.e. you need to know what you want, in order for suppliers to bid for it). Competitive tendering should also only be used for high value purchases; it's time consuming to do, so you wouldn't do it for low value items such as pens for the office. Therefore the correct answer to this question is 'items are of low value' and 'there isn't a clear specification'. There's a useful table on p.73 of when you would and wouldn't use a competitive tender.

**NEW QUESTION # 71**

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