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CIPS Supplier Relationships Sample Questions (Q216-Q221):

NEW QUESTION # 216

Hungry Sandwich Co. produces over 5,000 freshly made sandwiches on-site every day. The main ingredient that Hungry Sandwich Co. buys is bread. It is the item they spend the most money on, and they have a long-term partnership agreement with a local bakery to manufacture and supply fresh bread every morning. Using a supplier positioning matrix, which is the appropriate category for bread for Hungry Sandwich Co.?

- A. Abundant
- **B. Strategic**
- C. Bottleneck
- D. Non-critical

Answer: B

Explanation:

Bread is a strategic item due to its high spend and critical role in daily operations. A partnership approach ensures consistent quality and reliability, aligning with strategic supplier management principles.

NEW QUESTION # 217

A company purchases products from a supplier that falls into the 'strategic' segment of the supply positioning grid. They are drawing up a formal partnership agreement with the supplier. The supplier views the company as core to their business. What would be an important clause to include in the agreement to help make sure the partnership worked in a fully collaborative way?

- **A. Continuous improvement**
- B. Force majeure
- C. Liquidated damages
- D. Time of the essence

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

In strategic partnerships, including a continuous improvement clause is vital. This clause commits both parties to ongoing efforts to enhance processes, reduce costs, and improve quality over time. Such a commitment ensures that the partnership remains dynamic and responsive to changes, fostering long-term collaboration and mutual benefit.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 218

Which of the following are typical drivers for a partnership between the buyer and the supplier? Select the THREE that apply.

- **A. The product is critical for the buyer**
- **B. The product is technically complex**
- C. The product is a commodity
- D. The supplier provides the product to a buyer's competitor
- E. There are many suppliers in the market
- **F. The buyer has a high spend with the supplier**

Answer: A,B,F

Explanation:

Drivers for partnership include a high spend with the supplier, criticality of the product, and technical complexity. These factors encourage collaboration for cost efficiency, quality improvement, and risk management. Partnerships are less likely when there are many suppliers or the product is a commodity, as competition and standardization reduce the need for close collaboration.

NEW QUESTION # 219

Victoria runs a hotel and has recently had several security issues such as attempted robberies. She has decided that she needs to hire a security firm to ensure these issues don't continue. She has done some research and has found there are several local security firms who may be able to provide services to her hotel. However, she hasn't decided exactly what she would require the security firm to do. What should be Victoria's next steps?

- A. Issue a Request for Quotation
- B. Issue a Prior Information Notice
- **C. Issue a Request for Proposal**
- D. Issue an Invitation to Tender

Answer: C

Explanation:

Victoria should use a 'request for proposal' - this allows the security firms to submit ideas on how best to serve the hotel. They might come up with some ideas that Victoria hasn't thought about and can price against their own ideas. As Victoria doesn't have a concrete specification, an ITT or RFQ are not appropriate. A PIN tells suppliers that a tender opportunity is coming up and is used in the Public Sector. A hotel is not a Public Sector organisation. See p.76 for more information on when to issue a Request for Proposal

NEW QUESTION # 220

What is the correct order for the 5 stages of team development?

- A. Norming, adjourning, storming, performing, forming
- B. Forming, storming, performing, adjourning, norming
- C. Storming, norming, adjourning, performing, forming
- **D. Forming, storming, norming, performing, adjourning**

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

Bruce Tuckman's model of team development outlines five stages:

- * Forming- Team members get acquainted and establish ground rules.
- * Storming- Members begin to communicate their feelings but still view themselves as individuals rather than part of the team.
- * Norming- People feel part of the team and realize that they can achieve work if they accept other viewpoints.
- * Performing- The team works in an open and trusting atmosphere where flexibility is the key and hierarchy is of little importance.
- * Adjourning- The team conducts an assessment of the year and implements a plan for transitioning roles and recognizing members' contributions.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 221

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