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## CIPS Supplier Relationships Sample Questions (Q36-Q41):

### NEW QUESTION # 36

Kirsty is designing a specification for a new contract and wants to include some qualitative KPIs for the new supplier, as well as quantitative. Which of the following could she include? Select TWO.

- A. Cost savings
- B. Early supplier involvement
- C. Trust
- D. Deliveries in full and on time
- E. Information sharing

**Answer: C,E**

Explanation:

The correct answers are information sharing and trust. Further qualitative KPIs are listed on p.102. Deliveries in full and on time

would be a quantitative KPI and early supplier involvement is not a KPI at all.

#### NEW QUESTION # 37

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

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

**Answer: A,C,E**

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 # 38

A partnership relationship in portfolio analysis is appropriate for which category of procurement?

- A. Strategic critical
- B. Strategic security
- C. Tactical profit
- D. Tactical acquisition

**Answer: A**

Explanation:

Partnership relationships are typically used for strategic critical items where the product is essential to operations, and the supplier's input significantly impacts success. These relationships are nurtured through mutual trust and collaboration to mitigate supply risk and ensure long-term value.

#### NEW QUESTION # 39

According to Mendelow, there are four ways stakeholders can be managed, depending on the amount of power they have, and how interested they are in your project. What are these four categories?

- A. Keep satisfied, keep informed, minimal effort, no effort
- B. Manage closely, manage loosely, keep satisfied, keep informed
- C. Minimal effort, manage closely, keep informed, keep satisfied
- D. Keep informed, keep happy, keep satisfied, keep notified

**Answer: C**

Explanation:

The four categories are; Minimal effort, manage closely, keep informed, keep satisfied. You can see the Matrix on p.81. An easy way to remember this is there are 2 Ms and 2 Keeps. And these sit on opposite sides of the matrix.

#### NEW QUESTION # 40

In Public Sector procurement a PIN is sent out to inform suppliers of an upcoming tender opportunity. What does PIN stand for?

- A. Prior Information Notice
- B. Procurement Information Number
- C. Possibilities Identified Notice
- D. Procurement Identification Number

**Answer: A**

### Explanation:

A PIN is a 'prior information notice' - it is sent out before the ITT to let suppliers know that an opportunity is coming up and they should look out for it. See p 72 "supplier identification- public sector" for more details.

## NEW QUESTION # 41

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