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### **CIPS Supplier Relationships Sample Questions (Q32-Q37):**

#### **NEW QUESTION #32**

A partnership was created between a company and one of its local suppliers when the managing directors of each company met and thought partnering could be a good idea. No other departments were included in the discussions. The partnership has been in place for over a year, but neither of the companies has achieved any additional benefits. The company has been unable to offer any increased business to the supplier, and the supplier has been unable to improve on the quality of its products. The partnership is going to be terminated.

What is a possible main reason for the failure of the partnership?

- A. Poor planning
- B. Market changes
- C. Cultural differences
- D. Distance barrier

#### Answer: A

#### Explanation:

Partnerships require careful planning, including alignment of goals, stakeholder involvement, and clear expectations. Poor planning leads to unmet objectives and lack of value generation, as highlighted by CIPS.

#### **NEW QUESTION #33**

Rachel and Jacky work in the procurement department of Foddy Foods Ltd. They have been told by their CEO to build better relationships with strategic suppliers as this will create value for money for the company.

In what ways can value for money be achieved by building strong relationships with suppliers? Select TWO.

- A. Reduction of waste
- B. Innovation developed as part of collaborative projects
- C. Better payment terms
- D. Reducing costs

#### Answer: A,B

#### Explanation:

Supplier relationships can result in value for money in the reduction of waste and in innovation developed as part of collaborative projects. Remember that in CIPS waste doesn't necessarily mean physical waste (as in stuff you don't want any more). There are 7 types of waste including waiting, inventory, transportation etc. So when you develop a relationship with a supplier, this can reduce waste (e.g. you may be able to get deliveries quicker by integrating your ordering system with the supplier's, or you might reduce transportation by agreeing a Consignment stock). Having a good relationship with a supplier isn't necessarily going to get you a reduction in cost or better payment terms. See p.70 for more details on this- there's a short list of ways in which good supplier relationships can bring value for money to a business.

#### **NEW QUESTION #34**

Which of the following are NOT one of the four key principles of procurement in the EU?

- A. Non-Discrimination
- B. Value for Money
- C. Proportionality
- D. Transparency

#### Answer: B

#### Explanation:

Value for money is not a principle of EU procurement. The four key principles are; transparency, non-discrimination, proportionality and equality of treatment. The principles are basically about ensuring the procurement process is fair. See p.75

#### **NEW QUESTION #35**

Price fluctuations can affect profitability. Is this statement correct?

- A. No, only decisions made by the chief executive affect the price
- B. Yes, if the product's costs increase and the price does not
- C. No, price is not related to profitability
- D. Yes, as sales may drop if the product is price inelastic

#### Answer: B

#### Explanation:

Profitability is impacted when product costs rise without corresponding price adjustments. Understanding cost- price relationships is key to managing profitability in procurement.

#### **NEW QUESTION #36**

Which of the following would be benefits of partnership sourcing? Select TWO that apply.

- A. Reduction in inflation
- B. No need for contracts
- C. Reduction in stakeholder numbers
- D. Reduction in costs
- E. Continuity of supply

#### Answer: D,E

#### Explanation:

Partnership sourcing improves efficiency through cost reduction and ensures continuity of supply by fostering long-term, collaborative relationships with key suppliers, as highlighted in CIPS guidelines.

#### **NEW QUESTION #37**

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