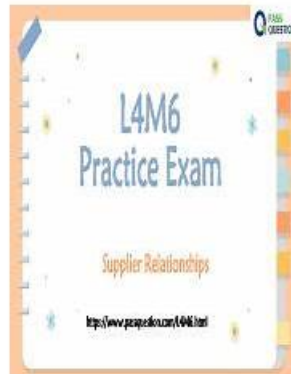


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CIPS Supplier Relationships Sample Questions (Q33-Q38):

NEW QUESTION # 33

In the STEEPLD framework, which of the following is an economic factor?

- A. Election results
- **B. Unemployment rates**
- C. Supply chain labor standards
- D. Demographics

Answer: B

Explanation:

Economic factors such as unemployment rates affect labor availability, wages, and consumer purchasing power, directly impacting business operations and supply chains.

NEW QUESTION # 34

Which of the following relationship types require the most investment from the buyer?

- A. strategic alliance
- B. adversarial
- C. single source
- **D. partnership**

Answer: D

Explanation:

Partnerships require the most investment out of those listed. The only relationship type that requires more investment than Partnerships is Co-Destiny. See p.9 for more information on this

NEW QUESTION # 35

Beyond Say is a manufacturer of diamond rings. It sources a lot of different parts to create its products including diamonds, gold, cardboard boxes for the rings to go in, as well as stationary and copier paper for the offices. Although it doesn't buy many diamonds, these represent a large part of Beyond Say's spend. Which category of spend would diamonds represent?

- A. Tactical Spend
- B. Operational Spend
- **C. Critical/Strategic Spend**
- D. It isn't possible to tell

Answer: C

Explanation:

This is category 'A' spend in the ABC model - they represent a large value and a small number of purchases / suppliers. See p.17 for more information on the ABC Analysis

NEW QUESTION # 36

Security company ARLA has recently won a new contract for guarding a school. Another company, ENA, has previously been providing the contract and employed the current guard who has worked at the school for 5 years. What key legal issue needs to be considered when the current relationship is terminated and the new company takes over?

- A. Intellectual property rights
- B. Quality policies

- C. Sustainability policies
- **D. Employment rights**

Answer: D

Explanation:

When contracts for services transfer between providers, TUPE regulations (Transfer of Undertakings - Protection of Employment) apply in many jurisdictions. Employees retain their rights and continue employment under the new employer. Thus, employment rights are the key legal concern.

NEW QUESTION # 37

A competitive advantage can be gained by doing what?

- A. Completing formal tenders for all buying requirements
- B. Engaging in market research
- **C. Building better relationships with primary stakeholders**
- D. Increasing your prices

Answer: C

Explanation:

The correct answer is 'Building better relationships with primary stakeholders'. This is a direct quote from the start of chapter 2.2: 'building better relationships with primary stakeholders such as employees, customers, suppliers and communities could lead to increased shareholder wealth by developing a competitive advantage'. The other three options wouldn't give you a competitive advantage; increasing prices would do the opposite, engaging in market research won't give you a competitive advantage unless you do something with that research such as implement a change to your business, and completing formal tenders for everything would be a waste of time and resources- there's no need to tender for low value, low risk items. See p.80

NEW QUESTION # 38

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