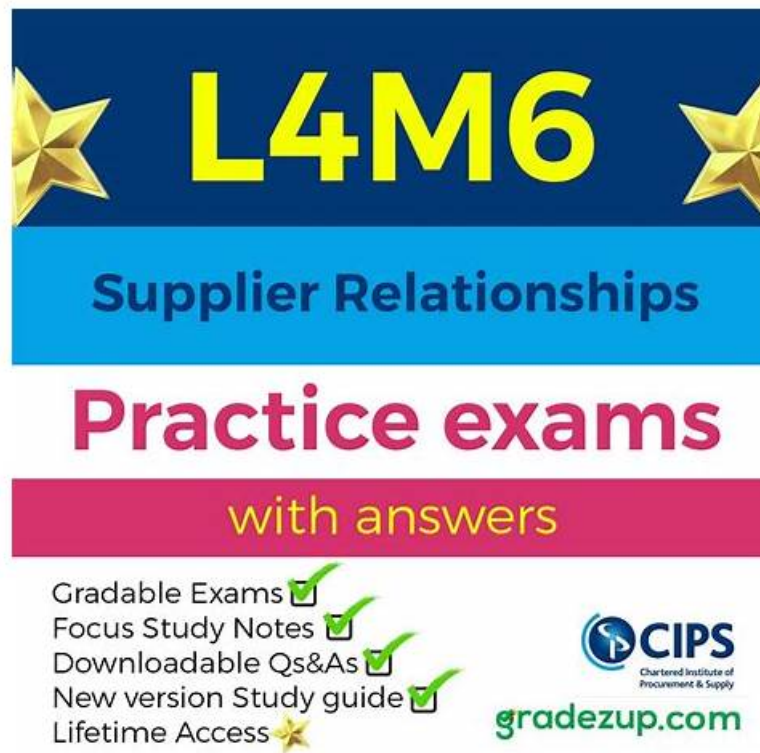


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CIPS Supplier Relationships Sample Questions (Q25-Q30):

NEW QUESTION # 25

A supermarket is struggling with sales and has done an analysis on its competitors. It has discovered that it has two major

competitors; one provides groceries at a much cheaper price and another that provides only organic products. The supermarket has decided that it wants to continue providing groceries to a wide target audience but that it will compete by offering superior customer service. What is the supermarket's source of competitive advantage?

- A. differentiation
- B. cost focus
- C. cost leadership
- D. differentiation focus

Answer: A

Explanation:

This is differentiation as the target market is broad. Differentiation focus would be if the supermarket was targeting a niche market. There's a couple of questions on Porter's Generic Strategies in the exam- there's a useful diagram of this on P.13

NEW QUESTION # 26

Is it correct to suggest that the sole objective of partnership sourcing is to achieve the lowest acquisition cost?

- A. No, partnership sourcing is not applicable in one-off capital purchases where the concept of 'lowest acquisition cost' applies
- B. Yes, because the concept of 'lowest acquisition cost' ignores the quoted price and focuses on long-term cost factors
- C. No, because partnership sourcing considers 'lowest acquisition cost' together with aspects of supplier partnerships
- D. Yes, the concept of 'lowest acquisition cost' focuses on collaboration just like partnership sourcing does

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

Partnership sourcing is a strategic approach that emphasizes long-term collaboration between buyers and suppliers to achieve mutual benefits. While achieving a competitive acquisition cost is a component, it is not the sole objective. Partnership sourcing also focuses on:

- * Quality Improvement: Ensuring that products or services meet or exceed quality standards.
- * Innovation: Collaborating on new product development and process improvements.
- * Risk Management: Sharing information to anticipate and mitigate risks.
- * Supply Chain Efficiency: Streamlining processes to reduce lead times and inventory levels.

Therefore, while cost is important, partnership sourcing encompasses a broader range of objectives aimed at creating value for both parties.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 27

Which of the following documents can be used at the selection stage of a tender process to ensure that short listed bidders meet the requirements of the buying organisation? Select TWO.

- A. Invitation to Tender
- B. Pre-Qualification Questionnaire
- C. Request for Information
- D. Request for Quotation

Answer: B,C

Explanation:

Request for Information and Pre-Qualification Questionnaire can be used for short-listing suppliers. Request for Quotation is used when the only variable is price and you would like suppliers to submit a price for you.

Invitation to Tender would be the next stage after RFI / PPQ- this is sent out to those suppliers who have passed selection, and details the second stage of the competition. See p.75 for more details.

NEW QUESTION # 28

Barry is a procurement manager at Sea Biscuits, a company which manufactures biscuits in the shape of dolphins and starfish. He works in an office that orders stationary regularly for its 100 person workforce. Stationary is a low-spend category item and Barry often orders stationary from different suppliers based on which supplier can provide the item the cheapest at that point in time. According to the Kraljic matrix, what type of suppliers provides stationary to Barry?

- A. leverage
- **B. routine**
- C. strategic
- D. Bottleneck

Answer: B

Explanation:

Stationary is a routine item; it is ordered often (as Barry uses different suppliers), it is a low category spend, and low risk to the business' operations (a late delivery of pens isn't going to stop the company making its biscuits). There are lots of questions on Kraljic in the exam - do revise this topic and ensure you understand each of the four quadrants of the matrix (see p.20)

NEW QUESTION # 29

What is collaborative inertia?

- A. When a partnership is unable to create new ideas
- B. the concept that the value and performance of two companies combined will be greater than the sum of the separate individual parts
- C. Where a third party is invited to join a partnership.
- **D. A situation when the apparent output from collaboration is considerably less than expected**

Answer: D

Explanation:

The correct answer is 'A situation when the apparent output from collaboration is considerably less than expected'. This is verbatim the definition given in the study guide on p.166 A synergy is the concept that the value and performance of two companies combined will be greater than the sum of the separate individual parts.

NEW QUESTION # 30

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