CIPS L6M8 Dumps

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Question 1

Question Type: MultipleChoice

Below are details of five companies who all have different types of relationships with their suppliers. For each company, select the corresponding relationship type and the main relationship- influencing KPI monitored by the company.

Company 1: The relationship is characterised by high levels of conflict, but is one in which there is mutual respect for each other's ideas and innovative solutions are often formed from the conflict. This KPI is measured by the level of information sharing between the buyer and supplier and the level of reliability of both parties.

Company 2: There is a low level of co-operation between Company 2 and its main supplier. The contract is not expected to last much longer due to conflicts that cannot be resolved amicably. There is a low level of dependency on the supplier and a number of alternative providers in the marketplace.

Company 3: The relationship is characterised by a win-win approach and both parties consider themselves equal. The relationship is measured based on its openness, honesty and levels of information sharing, particularly in the disclosure of sensitive information.

Company 4: Company 4 works well with their supplier and there is little conflict. The relationship is important due to the high value of the contract and the two parties work together to meet the same goals. The KPI measures the exchanges and levels of collaboration between the parties.

Company 5: The supplier does not place much importance on the relationship with Company 5 due to the low value of the contract. Company 5 is worried that the supplier is not willing to invest in the contract and therefore are measuring the loyalty of the supplier as a KPI.

Complete the table below with the correct relationship type and relationship influencing KPI: nice, creative, marginal, hostile, partnership arm's length, power, trust, co-operation, communication, commitment, transparency.

	Relationship Type	Relationship Influencing KPI
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 10?

Options:

A- power

B- trust

C- co-operation
D- communication
E- commitment
F- transparency

Answer:

E

Explanation:

The correct answers are as follows:

	Relationship Type LO 1.4 p.74	Relationship Influencing KPI LO 1.4 p. 72
Company 1	**1 Creative** High levels of conflict and high levels of co-operation (there's respect and innovation)	**6 Trust** This KPI looks at reliability and information sharing. This could easily be confused with transparency but the key here is reliability is also mentioned
Company 2	**2 Hostile** Low levels of co-operation and high level of conflict (issues cannot be resolved amicably)	**7 Power** This KPI looks at the dependency of the supplier on the buyer, and where the power lies in the relationship
Company 3	**3 Partnership** There's a win-win attitude and both parties are equal	**8 Transparency** This company looks at how open the supplier is and how well the supplier shares sensitive information
Company 4	**4 Nice** Low level of demand on each other, low level of conflict and high level of co-operation	**9 Co-Operation** This KPI is about collaboration and working together
Company 5	**5 Marginal** The relationship is of little importance but there is no conflict (so can't be hostile). There is no mention of purposefully keeping a distance so arm's length would be incorrect	**10 Commitment** This KPI looks at loyalty

Not used; communication, arm's length

Question 2

Question Type: MultipleChoice

Below are details of five companies who all have different types of relationships with their suppliers. For each company, select the corresponding relationship type and the main relationship- influencing KPI monitored by the company.

Company 1: The relationship is characterised by high levels of conflict, but is one in which there is mutual respect for each other's ideas and innovative solutions are often formed from the conflict. This KPI is measured by the level of information sharing between the buyer and supplier and the level of reliability of both parties.

Company 2: There is a low level of co-operation between Company 2 and its main supplier. The contract is not expected to last much longer due to conflicts that cannot be resolved amicably. There is a low level of dependency on the supplier and a number of alternative providers in the marketplace.

Company 3: The relationship is characterised by a win-win approach and both parties consider themselves equal. The relationship is measured based on its openness, honesty and levels of information sharing, particularly in the disclosure of sensitive information.

Company 4: Company 4 works well with their supplier and there is little conflict. The relationship is important due to the high value of the contract and the two parties work together to meet the same goals. The KPI measures the exchanges and levels of collaboration between the parties.

Company 5: The supplier does not place much importance on the relationship with Company 5 due to the low value of the contract. Company 5 is worried that the supplier is not willing to invest in the contract and therefore are measuring the loyalty of the supplier as a KPI.

Complete the table below with the correct relationship type and relationship influencing KPI: nice, creative, marginal, hostile, partnership arm's length, power, trust, co-operation, communication, commitment, transparency.

	Relationship Type	Relationship Influencing KPI
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 9?

Options:

A- power
B- trust
C- co-operation
D- communication
E- commitment
F- transparency

Answer:

C

Explanation:

The correct answers are as follows:

	Relationship Type LO 1.4 p.74	Relationship Influencing KPI LO 1.4 p. 72
Company 1	**1 Creative** High levels of conflict and high levels of co-operation (there's respect and innovation)	**6 Trust** This KPI looks at reliability and information sharing. This could easily be confused with transparency but the key here is reliability is also mentioned
Company 2	**2 Hostile** Low levels of co-operation and high level of conflict (issues cannot be resolved amicably)	**7 Power** This KPI looks at the dependency of the supplier on the buyer, and where the power lies in the relationship
Company 3	**3 Partnership** There's a win-win attitude and both parties are equal	**8 Transparency** This company looks at how open the supplier is and how well the supplier shares sensitive information
Company 4	**4 Nice** Low level of demand on each other, low level of conflict and high level of co-operation	**9 Co-Operation** This KPI is about collaboration and working together
Company 5	**5 Marginal** The relationship is of little importance but there is no conflict (so can't be hostile). There is no mention of purposefully keeping a distance so arm's length would be incorrect	**10 Commitment** This KPI looks at loyalty

Not used; communication, arm's length

Question 3

Question Type: MultipleChoice

Below are details of five companies who all have different types of relationships with their suppliers. For each company, select the corresponding relationship type and the main relationship- influencing KPI monitored by the company.

Company 1: The relationship is characterised by high levels of conflict, but is one in which there is mutual respect for each other's ideas and innovative solutions are often formed from the conflict. This KPI is measured by the level of information sharing between the buyer and supplier and the level of reliability of both parties.

Company 2: There is a low level of co-operation between Company 2 and its main supplier. The contract is not expected to last much longer due to conflicts that cannot be resolved amicably.

There is a low level of dependency on the supplier and a number of alternative providers in the marketplace.

Company 3: The relationship is characterised by a win-win approach and both parties consider themselves equal. The relationship is measured based on its openness, honesty and levels of information sharing, particularly in the disclosure of sensitive information.

Company 4: Company 4 works well with their supplier and there is little conflict. The relationship is important due to the high value of the contract and the two parties work together to meet the same goals. The KPI measures the exchanges and levels of collaboration between the parties.

Company 5: The supplier does not place much importance on the relationship with Company 5 due to the low value of the contract. Company 5 is worried that the supplier is not willing to invest in the contract and therefore are measuring the loyalty of the supplier as a KPI.

Complete the table below with the correct relationship type and relationship influencing KPI: nice, creative, marginal, hostile, partnership arm's length, power, trust, co-operation, communication, commitment, transparency.

	Relationship Type	Relationship Influencing KPI
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 8?

Options:

A- power
B- trust
C- co-operation
D- communication
E- commitment
F- transparency

Answer:

F

Explanation:

The correct answers are as follows:

	Relationship Type LO 1.4 p.74	Relationship Influencing KPI LO 1.4 p. 72
Company 1	**1 Creative** High levels of conflict and high levels of co-operation (there's respect and innovation)	**6 Trust** This KPI looks at reliability and information sharing. This could easily be confused with transparency but the key here is reliability is also mentioned
Company 2	**2 Hostile** Low levels of co-operation and high level of conflict (issues cannot be resolved amicably)	**7 Power** This KPI looks at the dependency of the supplier on the buyer, and where the power lies in the relationship
Company 3	**3 Partnership** There's a win-win attitude and both parties are equal	**8 Transparency** This company looks at how open the supplier is and how well the supplier shares sensitive information
Company 4	**4 Nice** Low level of demand on each other, low level of conflict and high level of co-operation	**9 Co-Operation** This KPI is about collaboration and working together
Company 5	**5 Marginal** The relationship is of little importance but there is no conflict (so can't be hostile). There is no mention of purposefully keeping a distance so arm's length would be incorrect	**10 Commitment** This KPI looks at loyalty

Not used; communication, arm's length

Question 4

Question Type: MultipleChoice

Below are details of five companies who all have different types of relationships with their suppliers. For each company, select the corresponding relationship type and the main relationship- influencing KPI monitored by the company.

Company 1: The relationship is characterised by high levels of conflict, but is one in which there is mutual respect for each other's ideas and innovative solutions are often formed from the conflict. This KPI is measured by the level of information sharing between the buyer and supplier and the level of reliability of both parties.

Company 2: There is a low level of co-operation between Company 2 and its main supplier. The contract is not expected to last much longer due to conflicts that cannot be resolved amicably. There is a low level of dependency on the supplier and a number of alternative providers in the marketplace.

Company 3: The relationship is characterised by a win-win approach and both parties consider themselves equal. The relationship is measured based on its openness, honesty and levels of information sharing, particularly in the disclosure of sensitive information.

Company 4: Company 4 works well with their supplier and there is little conflict. The relationship is important due to the high value of the contract and the two parties work together to meet the same goals. The KPI measures the exchanges and levels of collaboration between the parties.

Company 5: The supplier does not place much importance on the relationship with Company 5 due to the low value of the contract. Company 5 is worried that the supplier is not willing to invest in the contract and therefore are measuring the loyalty of the supplier as a KPI.

Complete the table below with the correct relationship type and relationship influencing KPI: nice, creative, marginal, hostile, partnership arm's length, power, trust, co-operation, communication, commitment, transparency.

	Relationship Type	Relationship Influencing KPI
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 7?

Options:

A- power
B- trust
C- co-operation
D- communication
E- commitment
F- transparency

Answer:

A

Explanation:

The correct answers are as follows:

	Relationship Type LO 1.4 p.74	Relationship Influencing KPI LO 1.4 p. 72
Company 1	**1 Creative** High levels of conflict and high levels of co-operation (there's respect and innovation)	**6 Trust** This KPI looks at reliability and information sharing. This could easily be confused with transparency but the key here is reliability is also mentioned
Company 2	**2 Hostile** Low levels of co-operation and high level of conflict (issues cannot be resolved amicably)	**7 Power** This KPI looks at the dependency of the supplier on the buyer, and where the power lies in the relationship
Company 3	**3 Partnership** There's a win-win attitude and both parties are equal	**8 Transparency** This company looks at how open the supplier is and how well the supplier shares sensitive information
Company 4	**4 Nice** Low level of demand on each other, low level of conflict and high level of co-operation	**9 Co-Operation** This KPI is about collaboration and working together
Company 5	**5 Marginal** The relationship is of little importance but there is no conflict (so can't be hostile). There is no mention of purposefully keeping a distance so arm's length would be incorrect	**10 Commitment** This KPI looks at loyalty

Not used; communication, arm's length

Question 5

Question Type: MultipleChoice

Below are details of five companies who all have different types of relationships with their suppliers. For each company, select the corresponding relationship type and the main relationship- influencing KPI monitored by the company.

Company 1: The relationship is characterised by high levels of conflict, but is one in which there is mutual respect for each other's ideas and innovative solutions are often formed from the conflict. This KPI is measured by the level of information sharing between the buyer and supplier and the level of reliability of both parties.

Company 2: There is a low level of co-operation between Company 2 and its main supplier. The contract is not expected to last much longer due to conflicts that cannot be resolved amicably. There is a low level of dependency on the supplier and a number of alternative providers in the marketplace.

Company 3: The relationship is characterised by a win-win approach and both parties consider themselves equal. The relationship is measured based on its openness, honesty and levels of information sharing, particularly in the disclosure of sensitive information.

Company 4: Company 4 works well with their supplier and there is little conflict. The relationship is important due to the high value of the contract and the two parties work together to meet the same goals. The KPI measures the exchanges and levels of collaboration between the parties.

Company 5: The supplier does not place much importance on the relationship with Company 5 due to the low value of the contract. Company 5 is worried that the supplier is not willing to invest in the contract and therefore are measuring the loyalty of the supplier as a KPI.

Complete the table below with the correct relationship type and relationship influencing KPI: nice, creative, marginal, hostile, partnership arm's length, power, trust, co-operation, communication, commitment, transparency.

	Relationship Type	Relationship Influencing KPI
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 6?

Options:

A- power
B- trust
C- co-operation
D- communication
E- commitment
F- transparency

Answer:

B

Explanation:

The correct answers are as follows:

	Relationship Type LO 1.4 p.74	Relationship Influencing KPI LO 1.4 p. 72
Company 1	**1 Creative** High levels of conflict and high levels of co-operation (there's respect and innovation)	**6 Trust** This KPI looks at reliability and information sharing. This could easily be confused with transparency but the key here is reliability is also mentioned
Company 2	**2 Hostile** Low levels of co-operation and high level of conflict (issues cannot be resolved amicably)	**7 Power** This KPI looks at the dependency of the supplier on the buyer, and where the power lies in the relationship
Company 3	**3 Partnership** There's a win-win attitude and both parties are equal	**8 Transparency** This company looks at how open the supplier is and how well the supplier shares sensitive information
Company 4	**4 Nice** Low level of demand on each other, low level of conflict and high level of co-operation	**9 Co-Operation** This KPI is about collaboration and working together
Company 5	**5 Marginal** The relationship is of little importance but there is no conflict (so can't be hostile). There is no mention of purposefully keeping a distance so arm's length would be incorrect	**10 Commitment** This KPI looks at loyalty

Not used; communication, arm's length

Question 6

Question Type: MultipleChoice

Below are details of five companies who all have different types of relationships with their suppliers. For each company, select the corresponding relationship type and the main relationship- influencing KPI monitored by the company.

Company 1: The relationship is characterised by high levels of conflict, but is one in which there is mutual respect for each other's ideas and innovative solutions are often formed from the conflict. This KPI is measured by the level of information sharing between the buyer and supplier and the level of reliability of both parties.

Company 2: There is a low level of co-operation between Company 2 and its main supplier. The contract is not expected to last much longer due to conflicts that cannot be resolved amicably. There is a low level of dependency on the supplier and a number of alternative providers in the marketplace.

Company 3: The relationship is characterised by a win-win approach and both parties consider themselves equal. The relationship is measured based on its openness, honesty and levels of information sharing, particularly in the disclosure of sensitive information.

Company 4: Company 4 works well with their supplier and there is little conflict. The relationship is important due to the high value of the contract and the two parties work together to meet the same goals. The KPI measures the exchanges and levels of collaboration between the parties.

Company 5: The supplier does not place much importance on the relationship with Company 5 due to the low value of the contract. Company 5 is worried that the supplier is not willing to invest in the contract and therefore are measuring the loyalty of the supplier as a KPI.

Complete the table below with the correct relationship type and relationship influencing KPI: nice, creative, marginal, hostile, partnership arm's length, power, trust, co-operation, communication, commitment, transparency.

	Relationship Type	Relationship Influencing KPI
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 5?

Options:

A- nice
B- creative
C- marginal
D- hostile
E- partnership
F- arm's-length

Answer:

C

Explanation:

The correct answers are as follows:

	Relationship Type LO 1.4 p.74	Relationship Influencing KPI LO 1.4 p. 72
Company 1	**1 Creative** High levels of conflict and high levels of co-operation (there's respect and innovation)	**6 Trust** This KPI looks at reliability and information sharing. This could easily be confused with transparency but the key here is reliability is also mentioned
Company 2	**2 Hostile** Low levels of co-operation and high level of conflict (issues cannot be resolved amicably)	**7 Power** This KPI looks at the dependency of the supplier on the buyer, and where the power lies in the relationship
Company 3	**3 Partnership** There's a win-win attitude and both parties are equal	**8 Transparency** This company looks at how open the supplier is and how well the supplier shares sensitive information
Company 4	**4 Nice** Low level of demand on each other, low level of conflict and high level of co-operation	**9 Co-Operation** This KPI is about collaboration and working together
Company 5	**5 Marginal** The relationship is of little importance but there is no conflict (so can't be hostile). There is no mention of purposefully keeping a distance so arm's length would be incorrect	**10 Commitment** This KPI looks at loyalty

Not used; communication, arm's length

Question 7

Question Type: MultipleChoice

Below are details of five companies who all have different types of relationships with their suppliers. For each company, select the corresponding relationship type and the main relationship- influencing KPI monitored by the company.

Company 1: The relationship is characterised by high levels of conflict, but is one in which there is mutual respect for each other's ideas and innovative solutions are often formed from the conflict. This KPI is measured by the level of information sharing between the buyer and supplier and the level of reliability of both parties.

Company 2: There is a low level of co-operation between Company 2 and its main supplier. The contract is not expected to last much longer due to conflicts that cannot be resolved amicably. There is a low level of dependency on the supplier and a number of alternative providers in the marketplace.

Company 3: The relationship is characterised by a win-win approach and both parties consider themselves equal. The relationship is measured based on its openness, honesty and levels of information sharing, particularly in the disclosure of sensitive information.

Company 4: Company 4 works well with their supplier and there is little conflict. The relationship is important due to the high value of the contract and the two parties work together to meet the same goals. The KPI measures the exchanges and levels of collaboration between the parties.

Company 5: The supplier does not place much importance on the relationship with Company 5 due to the low value of the contract. Company 5 is worried that the supplier is not willing to invest in the contract and therefore are measuring the loyalty of the supplier as a KPI.

Complete the table below with the correct relationship type and relationship influencing KPI: nice, creative, marginal, hostile, partnership arm's length, power, trust, co-operation, communication, commitment, transparency.

	Relationship Type	Relationship Influencing KPI
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 4?

Options:

A- nice
B- creative
C- marginal
D- hostile
E- partnership
F- arm's-length

Answer:

A

Explanation:

The correct answers are as follows:

	Relationship Type LO 1.4 p.74	Relationship Influencing KPI LO 1.4 p. 72
Company 1	**1 Creative** High levels of conflict and high levels of co-operation (there's respect and innovation)	**6 Trust** This KPI looks at reliability and information sharing. This could easily be confused with transparency but the key here is reliability is also mentioned
Company 2	**2 Hostile** Low levels of co-operation and high level of conflict (issues cannot be resolved amicably)	**7 Power** This KPI looks at the dependency of the supplier on the buyer, and where the power lies in the relationship
Company 3	**3 Partnership** There's a win-win attitude and both parties are equal	**8 Transparency** This company looks at how open the supplier is and how well the supplier shares sensitive information
Company 4	**4 Nice** Low level of demand on each other, low level of conflict and high level of co-operation	**9 Co-Operation** This KPI is about collaboration and working together
Company 5	**5 Marginal** The relationship is of little importance but there is no conflict (so can't be hostile). There is no mention of purposefully keeping a distance so arm's length would be incorrect	**10 Commitment** This KPI looks at loyalty

Not used; communication, arm's length

Question 8

Question Type: MultipleChoice

Below are details of five companies who all have different types of relationships with their suppliers. For each company, select the corresponding relationship type and the main relationship- influencing KPI monitored by the company.

Company 1: The relationship is characterised by high levels of conflict, but is one in which there is mutual respect for each other's ideas and innovative solutions are often formed from the conflict. This KPI is measured by the level of information sharing between the buyer and supplier and the level of reliability of both parties.

Company 2: There is a low level of co-operation between Company 2 and its main supplier. The contract is not expected to last much longer due to conflicts that cannot be resolved amicably. There is a low level of dependency on the supplier and a number of alternative providers in the marketplace.

Company 3: The relationship is characterised by a win-win approach and both parties consider themselves equal. The relationship is measured based on its openness, honesty and levels of information sharing, particularly in the disclosure of sensitive information.

Company 4: Company 4 works well with their supplier and there is little conflict. The relationship is important due to the high value of the contract and the two parties work together to meet the same goals. The KPI measures the exchanges and levels of collaboration between the parties.

Company 5: The supplier does not place much importance on the relationship with Company 5 due to the low value of the contract. Company 5 is worried that the supplier is not willing to invest in the contract and therefore are measuring the loyalty of the supplier as a KPI.

Complete the table below with the correct relationship type and relationship influencing KPI: nice, creative, marginal, hostile, partnership arm's length, power, trust, co-operation, communication, commitment, transparency.

	Relationship Type	Relationship Influencing KPI
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 3?

Options:

A- nice
B- creative
C- marginal
D- hostile
E- partnership
F- arm's-length

Answer:

E

Explanation:

The correct answers are as follows:

	Relationship Type LO 1.4 p.74	Relationship Influencing KPI LO 1.4 p. 72
Company 1	**1 Creative** High levels of conflict and high levels of co-operation (there's respect and innovation)	**6 Trust** This KPI looks at reliability and information sharing. This could easily be confused with transparency but the key here is reliability is also mentioned
Company 2	**2 Hostile** Low levels of co-operation and high level of conflict (issues cannot be resolved amicably)	**7 Power** This KPI looks at the dependency of the supplier on the buyer, and where the power lies in the relationship
Company 3	**3 Partnership** There's a win-win attitude and both parties are equal	**8 Transparency** This company looks at how open the supplier is and how well the supplier shares sensitive information
Company 4	**4 Nice** Low level of demand on each other, low level of conflict and high level of co-operation	**9 Co-Operation** This KPI is about collaboration and working together
Company 5	**5 Marginal** The relationship is of little importance but there is no conflict (so can't be hostile). There is no mention of purposefully keeping a distance so arm's length would be incorrect	**10 Commitment** This KPI looks at loyalty

Not used; communication, arm's length

Question 9

Question Type: MultipleChoice

Below are details of five companies who all have different types of relationships with their suppliers. For each company, select the corresponding relationship type and the main relationship- influencing KPI monitored by the company.

Company 1: The relationship is characterised by high levels of conflict, but is one in which there is mutual respect for each other's ideas and innovative solutions are often formed from the conflict. This KPI is measured by the level of information sharing between the buyer and supplier and the level of reliability of both parties.

Company 2: There is a low level of co-operation between Company 2 and its main supplier. The contract is not expected to last much longer due to conflicts that cannot be resolved amicably. There is a low level of dependency on the supplier and a number of alternative providers in the marketplace.

Company 3: The relationship is characterised by a win-win approach and both parties consider themselves equal. The relationship is measured based on its openness, honesty and levels of information sharing, particularly in the disclosure of sensitive information.

Company 4: Company 4 works well with their supplier and there is little conflict. The relationship is important due to the high value of the contract and the two parties work together to meet the same goals. The KPI measures the exchanges and levels of collaboration between the parties.

Company 5: The supplier does not place much importance on the relationship with Company 5 due to the low value of the contract. Company 5 is worried that the supplier is not willing to invest in the contract and therefore are measuring the loyalty of the supplier as a KPI.

Complete the table below with the correct relationship type and relationship influencing KPI: nice, creative, marginal, hostile, partnership arm's length, power, trust, co-operation, communication, commitment, transparency.

	Relationship Type	Relationship Influencing KPI
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 2?

Options:

A- nice
B- creative
C- marginal
D- hostile
E- partnership
F- arm's-length

Answer:

D

Explanation:

The correct answers are as follows:

	Relationship Type LO 1.4 p.74	Relationship Influencing KPI LO 1.4 p. 72
Company 1	**1 Creative** High levels of conflict and high levels of co-operation (there's respect and innovation)	**6 Trust** This KPI looks at reliability and information sharing. This could easily be confused with transparency but the key here is reliability is also mentioned
Company 2	**2 Hostile** Low levels of co-operation and high level of conflict (issues cannot be resolved amicably)	**7 Power** This KPI looks at the dependency of the supplier on the buyer, and where the power lies in the relationship
Company 3	**3 Partnership** There's a win-win attitude and both parties are equal	**8 Transparency** This company looks at how open the supplier is and how well the supplier shares sensitive information
Company 4	**4 Nice** Low level of demand on each other, low level of conflict and high level of co-operation	**9 Co-Operation** This KPI is about collaboration and working together
Company 5	**5 Marginal** The relationship is of little importance but there is no conflict (so can't be hostile). There is no mention of purposefully keeping a distance so arm's length would be incorrect	**10 Commitment** This KPI looks at loyalty

Not used; communication, arm's length

Question 10

Question Type: MultipleChoice

Below are details of five companies who all have different types of relationships with their suppliers. For each company, select the corresponding relationship type and the main relationship- influencing KPI monitored by the company.

Company 1: The relationship is characterised by high levels of conflict, but is one in which there is mutual respect for each other's ideas and innovative solutions are often formed from the conflict. This KPI is measured by the level of information sharing between the buyer and supplier and the level of reliability of both parties.

Company 2: There is a low level of co-operation between Company 2 and its main supplier. The contract is not expected to last much longer due to conflicts that cannot be resolved amicably. There is a low level of dependency on the supplier and a number of alternative providers in the marketplace.

Company 3: The relationship is characterised by a win-win approach and both parties consider themselves equal. The relationship is measured based on its openness, honesty and levels of information sharing, particularly in the disclosure of sensitive information.

Company 4: Company 4 works well with their supplier and there is little conflict. The relationship is important due to the high value of the contract and the two parties work together to meet the same goals. The KPI measures the exchanges and levels of collaboration between the parties.

Company 5: The supplier does not place much importance on the relationship with Company 5 due to the low value of the contract. Company 5 is worried that the supplier is not willing to invest in the contract and therefore are measuring the loyalty of the supplier as a KPI.

Complete the table below with the correct relationship type and relationship influencing KPI: nice, creative, marginal, hostile, partnership arm's length, power, trust, co-operation, communication, commitment, transparency.

	Relationship Type	Relationship Influencing KPI
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 1?

Options:

A- nice
B- creative
C- marginal
D- hostile
E- partnership
F- arm's-length

Answer:

B

Explanation:

The correct answers are as follows:

	Relationship Type LO 1.4 p.74	Relationship Influencing KPI LO 1.4 p. 72
Company 1	**1 Creative** High levels of conflict and high levels of co-operation (there's respect and innovation)	**6 Trust** This KPI looks at reliability and information sharing. This could easily be confused with transparency but the key here is reliability is also mentioned
Company 2	**2 Hostile** Low levels of co-operation and high level of conflict (issues cannot be resolved amicably)	**7 Power** This KPI looks at the dependency of the supplier on the buyer, and where the power lies in the relationship
Company 3	**3 Partnership** There's a win-win attitude and both parties are equal	**8 Transparency** This company looks at how open the supplier is and how well the supplier shares sensitive information
Company 4	**4 Nice** Low level of demand on each other, low level of conflict and high level of co-operation	**9 Co-Operation** This KPI is about collaboration and working together
Company 5	**5 Marginal** The relationship is of little importance but there is no conflict (so can't be hostile). There is no mention of purposefully keeping a distance so arm's length would be incorrect	**10 Commitment** This KPI looks at loyalty

Not used; communication, arm's length

Question 11

Question Type: MultipleChoice

Below are details of five different companies and the data they collect. For each company, select the characteristic of the data collected and the business area it relates to.

Company 1: This company is collecting data which will assist in the designing of products- ensuring functionality at the lowest cost. The issue with the data is its seasonality.

Company 2: This company has a high number of data files. They are dismantling current ways of working to figure out if there is a more effective way to do things.

Company 3: Data collected by company 3 is collected at speed in real time. They are attempting to find any underlying patterns in the data to inform on better decision making.

Company 4: Company 4's objective is to reduce the risk of exposure of the company to unforeseen events. Data is being collected in many different formats.

Company 5: This data is similar in format and content but is collected from a wide range of sources. The data looks at the costs and implications of raw materials used in production.

Complete the table below by listing the characteristic of the data and the corresponding business area (some options may be used twice); volume (x2), variety, velocity, variability, complexity, concurrent engineering, process design, statistical analysis, life cycle analysis, risk reduction, value engineering.

	Characteristic of Data	Business Area
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 10?

Options:

A- concurrent engineering
B- process design
C- statistical analysis
D- life cycle analysis
E- risk reduction
F- value engineering

Answer:

D

Explanation:

The correct answers are as follows:

	Characteristic of Data LO 2.1	Business Area LO 1.4 / 2.2 / 3.1
Company 1	**1 Variability** The clue here is seasonality	**6 Value Engineering** This is the only company where the business area relates to product design
Company 2	**2 Volume** There is a high number of data files	**7 Process Design** This company is looking at 'ways of working'
Company 3	**3 Velocity** Data is collected at speed	**8 Statistical Analysis** The company is looking for patterns in the data
Company 4	**4 Variety** Data comes in many formats	**9 Risk Reduction** The company wishes to limit exposure to unforeseen events aka risks
Company 5	**5 Volume** Data comes from a wide range of sources, so you assume there's lots of it. It's not complex because it's the same format and content	**10 Life Cycle Analysis** They're looking at raw materials

Not used; complexity, concurrent engineering

Question 12

Question Type: MultipleChoice

Below are details of five different companies and the data they collect. For each company, select the characteristic of the data collected and the business area it relates to.

Company 1: This company is collecting data which will assist in the designing of products- ensuring functionality at the lowest cost. The issue with the data is its seasonality.

Company 2: This company has a high number of data files. They are dismantling current ways of working to figure out if there is a more effective way to do things.

Company 3: Data collected by company 3 is collected at speed in real time. They are attempting to find any underlying patterns in the data to inform on better decision making.

Company 4: Company 4's objective is to reduce the risk of exposure of the company to unforeseen events. Data is being collected in many different formats.

Company 5: This data is similar in format and content but is collected from a wide range of sources. The data looks at the costs and implications of raw materials used in production.

Complete the table below by listing the characteristic of the data and the corresponding business area (some options may be used twice); volume (x2), variety, velocity, variability, complexity, concurrent engineering, process design, statistical analysis, life cycle analysis, risk reduction, value engineering.

	Characteristic of Data	Business Area
Company 1	1	6
Company 2	2	7
Company 3	3	8
Company 4	4	9
Company 5	5	10

Which of the following will you put into box 9?

Options:

A- concurrent engineering
B- process design
C- statistical analysis
D- life cycle analysis
E- risk reduction
F- value engineering

Answer:

E

Explanation:

The correct answers are as follows:

	Characteristic of Data **LO 2.1**	**Business Area** **LO 1.4 / 2.2 / 3.1**
Company 1	**1 Variability** The clue here is seasonality	**6 Value Engineering** This is the only company where the business area relates to product design
Company 2	**2 Volume** There is a high number of data files	**7 Process Design** This company is looking at 'ways of working'
Company 3	**3 Velocity** Data is collected at speed	**8 Statistical Analysis** The company is looking for patterns in the data
Company 4	**4 Variety** Data comes in many formats	**9 Risk Reduction** The company wishes to limit exposure to unforeseen events aka risks
Company 5	**5 Volume** Data comes from a wide range of sources, so you assume there's lots of it. It's not complex because it's the same format and content	**10 Life Cycle Analysis** They're looking at raw materials

Not used; complexity, concurrent engineering

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