



630-006

(C.P.M. Module 2: Supply Environment)

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Question: 1

Which of the following approaches focuses on cooperative rather than adversarial relationships with suppliers?

- A. single sourcing
- B. cross-functional teams
- C. supply base management
- D. supplier partnerships

Answer: D

Question: 2

Which of the following BEST defines negotiations?

- A. reaching an agreement through discussion
- B. maximizing one's position over one's opponent
- C. reaching an agreement through competitive bidding
- D. ensuring that the terms and conditions of a contract are met

Answer: A

Question: 3

In a situation where the purchasing and production departments share responsibility for product fabrication, lead time for delivery of material, work schedules, and selection of sources of supply. Which responsibilities would be allocated to the production department? (Choose two.)

- A. product fabrication
- B. lead time for delivery of material
- C. work schedules
- D. selection of sources of supply

Answer: A, C

Question: 4

When developing a new product with a supplier, which of the following documents protects a company from information leaks?

- A. Copyright
- B. Patent
- C. Supplier partnership
- D. Confidentiality agreement

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Answer: D

Question: 5

You work as a buyer for a company that has just acquired ownership of one of its suppliers. When, if ever, can you ask the supplier for a price concession?

- A. At any time
- B. Only when the supplier is in financial trouble
- C. Only when authorized by your manager
- D. At no time

supplier is financially advantaged
 com. When, if

Answer: A

Question: 6

If a purchasing manager is invited to a meeting with a governmental body, what should he or she do?

- A. explaining the company's products
- B. promoting the company's products
- C. negotiating for the company's products
- D. discussing the company's products

meeting with a
 g:

ual arrangements

Answer: C

Question: 7

Which of the following are considered to be social or economic disadvantages of business?

- A. That the staff of a business are often overworked
- B. That businesses are often responsible for environmental damage
- C. That governments often subsidize businesses
- D. That such businesses often pay taxes

social or
 all that apply)

ical contract

Answer: A, C, D

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