

**CIPS Level 2 – Certificate in Procurement and  
Supply Operations**

**Module 3 – Stakeholders Relationships**

**SAMPLE EXAM QUESTIONS**

**OBJECTIVE RESPONSE QUESTIONS AND ANSWERS**

The correct answer will be identified as [key]

- 
- Q1. Which of the following is a correct definition of 'stakeholders' in procurement and supply?
- a. Short and long term suppliers together with any suppliers that they might have
  - b. Individuals, groups or organisations affected by the procurement decisions that are made[key]
  - c. Shareholders, and all parts of an organisation that contribute to or benefit from a purchase
  - d. The whole supply chain for a product or service including suppliers and customers

LO: 1

AC: 1.3

---

- Q2. Which of the following internal stakeholder groups is involved when high capital equipment is required?
- a. Production, marketing and sales
  - b. Administration, managing director
  - c. Local community, finance, marketing
  - d. Finance, production, senior management, design and production[key]

LO: 1

AC: 1.2

---

- Q3. Drag and drop the correct option into the blank space.
- is a market dominated by a few large competing suppliers.

Oligopoly [key], Monopoly, Duopoly, Oligopsony

LO: 2

AC: 2.3

---

- 
- Q4. The cross over point on the demand and supply curve where supply equals demand is known as ...
- a. interference price
  - b. equilibrium price[key]
  - c. fair price
  - d. firm price

LO: 2

AC: 2.2

---

- Q5. The primary sector of the economy includes ...
- a. forestry, mining and manufacturing
  - b. training, consultancy and operations
  - c. extractive industries and mechanics
  - d. forestry, mining and agriculture[key]

LO: 2

AC: 2.1

---

- Q6. Drag and drop the correct option into the blank space.

is a negotiation conflict handling style described as “the use of bargaining with each party trading concessions and gains”.

**Compromising [key]**, Determining, Accommodating, Synchronising

LO: 3

AC: 3.1

---

Q7. Group cohesiveness is a key method to achieve ...

- a. effective team working[key]
- b. supplier control
- c. on time supply
- d. quality

LO: 3

AC: 3.4

---

Q8. Giving a contract to a business which has a family connection to the purchaser would result in ...

- a. achieving stakeholder buy-in
- b. a conflict of interests[key]
- c. a quick negotiation
- d. a long term agreement

LO: 4

AC: 4.2

---

Q9. Drag and drop the correct option into the blank space.

may result in conflict between stakeholders in procurement and supply.

Poor Communication [Key], Timely Communication, Clear Direction, Cross Functional Working

LO: 4

AC: 4.2

---

Q10. Customers and suppliers represent which of the following in the supply chain ...

- a. internal stakeholders
- b. external stakeholders[key]
- c. shareholders
- d. consumers

LO: 1

AC: 1.1