

CPSM Diagnostic Practice Exam Questions With 100% Correct Answers Latest Update 2024/2025 Graded A

A supply manager issues a request to proposal for engineering services. In order to provide clarification on the specification on the specifications, the company holds a question-and-answer session for interested suppliers. Shortly after the question-and-answer session is held and before any proposals are actually received, the firm's engineering department revises the specifications. Given this situation, which of the following should the supply manager do FIRST?

- (A) Call and email the suppliers of the change, tell them when the new specifications will be available, and ask for immediate notification if additional time will be required.
- (B) Write a letter to each supplier advising of the change, tell each supplier when the new specifications will be available, and ask for immediate notification if additional time will be required.
- (C) Hold an interim pre-bid meeting with suppliers to discuss and clarify the revised specifications, and ask for immediate notification if additional item will be required.
- (D) Prepare and distribute a brand-new request for proposal package to be sent to each supplier. - Answer (A) Call and email the suppliers of the change, tell them when the new specifications will be available, and ask for immediate notification if additional time will be required.

Which of the following should have the MOST influence in determining end product specifications, so as to minimize the potential for returns?

- (A) Marketing
- (B) Supply management
- (C) Engineering
- (D) Manufacturing - Answer (A) Marketing

When developing specifications, a buyer may consider information from which of the following?

- I. Suppliers
 - II. Industry Standards
 - III. Professional Organizations
 - IV. Competitors
- (A) I and IV only
 - (B) II and III only
 - (C) I, II and III only
 - (D) I, II, III and IV - Answer (D) I, II, III and IV

A supply manager completes a category profile and identifies services provided through multiple suppliers. A market and industry analysis shows that the service providers are growing their businesses by acquiring competitors, thus enabling them to provide a greater range of services. Which of the following techniques will BEST enable the supply manager to leverage market competition?

- (A) Lotting strategy
- (B) Market-basket model
- (C) Market segmentation

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B Lingard



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