

SECTION IV

SUPPLIER SELECTION -- TEST QUESTIONS

4.10. Identify a design input consideration from the options below:

- a. Concept phase
- b. Regulatory issues
- c. Prototype phase
- d. Deployment

Solution: Regulatory issues could be a design input concern. Answer choices **a**, **c**, and **d** are several design phases.

Answer b is correct.

Reference: *CSQP Primer*, Section IV - 4 and 7.

4.11. When assessing potential suppliers against identified requirements, which tools should be used?

- a. Self-assessments, audits, and financial analysis
- b. Peer reviews and industry criteria
- c. Association databases for the specific products or services
- d. Supplier reputation and recognition

Solution: When assessing potential suppliers, tools such as self-assessments, audits, and financial analysis are key factors which can be used. Certification and regulatory compliance are also considered.

Answer a is correct.

Reference: *CSQP Primer*, Section IV - 13.

4.12. When a purchase order for products or services includes sub-tier supplier requirements, the requirements for the sub-tier supplier are generally:

- a. Not as specific as those for the supplier
- b. Required to be flowed down from the supplier
- c. Determined solely by the supplier and not the purchase order
- d. Tighter than the purchase order supplier requirements

Solution: ISO 9001, paragraph 8.4.1 states "The organization shall ensure that externally provided processes, products and services conform to requirements. It is the responsibility of a first-tier supplier to ensure that all requirements and technical documentation imposed via the purchase order are contractually flowed down to each sub-tier supplier and are adhered to.

Answer b is correct.

Reference: *CSQP Primer*, Section IV - 9. ISO 9001: 2015. "Sub-tier Supplier Management Guide." Northrop Grumman.

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- 4.13. Why are prototypes for complex products required, instead of going directly to production?
- They are used to fill back-orders placed before product release dates
 - They enable the customer to get some product free, or at very low cost
 - They are a basis for final design changes before full-scale manufacturing
 - They demonstrate the supplier is capable of meeting the specifications

Solution: Prototypes provide a means for the supplier to demonstrate they can produce, at least on a limited basis, products that meet the specifications. They also provide a method for the customer to verify that design and product specifications are met by the supplier.

Answer d is correct.

Reference: *CSQP Primer*, Section IV - 11.

- 4.14. Which of the following collective factors would be most important when selecting a supplier, if the modern interdependency philosophy is followed?
- Shared technology and shared building space
 - Initial price and corrective action
 - Management philosophy and in-process controls
 - Profit sharing and low shipping cost

Solution: Of the choices presented, answer **b** is the weakest. Initial price is not as important as life cycle cost. Corrective action is important but preventative action may be better. Answers **a** and **d** have distracter elements. Answer **c** is important

Answer c is correct.

Reference: *CSQP Primer*, Section IV - 11/12 (and logic).

- 4.15. During an internal design review, which of the following is principally concerned with human factors?
- The chairperson
 - The marketing representative
 - A materials engineer
 - A safety engineer

Solution: OK, so all members of an internal design review committee are concerned with human factors. However, a safety engineer has human factors as a principal concern.

Answer d is correct.

Reference: *CSQP Primer*, Section IV - 6.

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4.16. Decision tree analysis is considered a form of:

- a. Sensitivity analysis
- b. Expected monetary value analysis
- c. Risk analysis
- d. Modeling simulation

Solution: Decision tree analysis is definitely a risk analysis tool. The other answer choices are forms of risk analysis that vary somewhat from decision tree analysis.

Answer c is correct.

Reference: *CSQP Primer*, Section IV - 20/21.

4.17. Juran indicates that a visit to a customer's plant would be necessary for:

- a. Regulatory compliance
- b. Product performance analysis
- c. Process capability analysis
- d. Quality system evaluation

Solution: Juran suggests that a quality system evaluation requires a supplier site visit.

Answer d is correct.

References: *CSQP Primer*, Section IV - 12/13. . Juran, J. M. (1999). *Juran's Quality Handbook*, 5th ed. New York: McGraw-Hill.

4.18. What supplier comparison element would give an indication of whether a customer would consider them for STS and JIT procurement?

- a. Management and employee capabilities
- b. Production and scheduling systems
- c. Process and technological capabilities
- d. Financial stability and structure

Solution: All answers are important considerations when comparing and evaluating suppliers. However, a progressive production and scheduling system is the best indicator of STS and JIT procurement potential.

Answer b is correct.

Reference: *CSQP Primer*, Section IV - 10.

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4.19. In what design phase are design inputs acquired and documented?

- a. Prototype
- b. Design
- c. Deployment
- d. Concept

Solution: One would think that design inputs are acquired and documented in the design phase. However, they are actually accumulated in the concept phase.

Answer d is correct.

Reference: *CSQP Primer*, Section IV - 7.

4.20. McKeller suggests that following an evaluation of potential product sources the next step would be:

- a. Adding the supplier to an approval list
- b. Complete a detailed supplier assessment
- c. Undertake further in-depth supplier investigation
- d. Use pre-screening criteria on the supplier candidate

Solution: The selection process recommended by McKeller would proceed up the answer choices from answer **d** to answer **a**. Thus, answer **d** would come next.

Answer d is correct.

References: *CSQP Primer*, Section IV - 13. McKeller, J.M. (2014) *Supply Chain Management DeMystified*. McGraw - Hill Education.

4.21. A supplier's alignment with a customer's goals would most clearly affect:

- a. Their long term relationship potential
- b. Their processing and technological capabilities
- c. Their quality and governmental compliance
- d. Their financial stability and cost structure

Solution: All of the answer choices are important to a customer. However, goal alignment would be a major contributor to a long term supplier/customer relationship.

Answer a is correct.

Reference: *CSQP Primer*, Section IV - 10/11.