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**Exam** : **A10**

**Title** : Measuring Performance in  
Purchasing and Supply

**Vendor** : CIPS

**Version** : DEMO

**NO.1** Which of the following factors is most likely to be used as a measure of performance in vendor rating?

- A. Financial analysis
- B. STC ratio
- C. Delivery statistics
- D. Appraisal cost

**Answer:** D

**NO.2** Which of the following is most likely to improve performance by reducing costs?

- A. Consignment stocks
- B. Increasing line counts
- C. Currency speculation
- D. Buying internationally

**Answer:** C

**NO.3** Which of the following is most likely to improve the overall efficiency of a purchasing office?

- A. Use of EU directives
- B. Use of CLIP controllers
- C. Use of blanket orders
- D. Use of vendor rating systems

**Answer:** B

**NO.4** Which of the following is Pareto's Law?

- A. The 80/20 rule
- B. The law of vendor rating
- C. The law of supply and demand
- D. The 90/30 rule

**Answer:** C

**NO.5** Which of the following is a typical purchasing performance measurement?

- A. Spend percentage savings
- B. Debtor turnover
- C. FTSE-100 rating increase
- D. Net profit percentage

**Answer:** A