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CIPS L4M6 (CIPS Supplier Relationships) Certification Exam is a globally recognized certification program aimed at professionals working in procurement and supply chain management. CIPS Supplier Relationships certification exam provides an in-depth understanding of the critical role that supplier relationships play in achieving organizational success. CIPS Supplier Relationships certification is ideal for procurement professionals who want to enhance their knowledge and skills in managing supplier relationships, as well as those who want to develop a competitive edge in the industry.

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CIPS L4M6 exam is a critical exam for any procurement professional looking to advance their career. L4M6 exam focuses on CIPS supplier relationships, which are essential for any successful procurement operation. L4M6 Exam is designed for professionals looking to develop their understanding and practical skills in managing supplier relationships.

## CIPS Supplier Relationships Sample Questions (Q180-Q185):

### NEW QUESTION # 180

The Pareto Principle is sometimes also known as what?

- A. Cost Engineering
- B. Five Forces
- C. ABC Analysis
- D. JIT

**Answer: C**

Explanation:

Pareto is the 80:20 rule- this can be adapted to talk about supplier relationships, where instead of having 2 categories there are now 3 (A B and C). CIPS use the terms Pareto and ABC interchangeably. See p.16 for further information

#### NEW QUESTION # 181

An IT company is developing and launching a new product to the market. The project requires experts from different divisions of the business. What type of team should run this project?

- A. Finance team
- **B. Cross-organisational team**
- C. Existing performing team
- D. Virtual team

**Answer: B**

Explanation:

Across-organisational team brings together specialists from various departments-such as R&D, marketing, finance, and production-to collaborate on complex projects. This team structure enables diverse perspectives, innovative solutions, and efficient decision-making, which are crucial when developing and launching new products. The CIPS L4M6 guide emphasizes the importance of integrated teamwork in achieving strategic outcomes in procurement and supply chain projects.

#### NEW QUESTION # 182

Which of the following is a valid reason for ending a relationship with a supplier?

- A. the supplier has a new CEO who you don't like
- B. the supplier delivered one delivery late
- C. force majeure
- **D. the contract has ended**

**Answer: D**

Explanation:

CIPS state the following reasons for the end of supplier relationships; the contract comes to a natural end, the contract is re-tendered, a material breach or the supplier becomes insolvent (p.15) In this case the only valid option is 'the contract has ended'.

#### NEW QUESTION # 183

Philip is working with a supplier where the annual spend is low but the market risk is high. What portfolio analysis category would be appropriate?

- A. Leverage
- B. Strategic
- C. Non-critical
- **D. Bottleneck**

**Answer: D**

Explanation:

Bottleneck items pose high risk despite low spend. Effective management of these suppliers minimizes supply chain disruptions, aligning with portfolio analysis strategies.

#### NEW QUESTION # 184

In the Purchasing Portfolio Matrix, a bottleneck product is one which is purchased in a small quantity but has the potential to halt production at a factory. Is this TRUE or FALSE?

- **A. True, the product is in a supply market which is highly complex and is of low importance**
- B. True, the product is in a supply market with low complexity and is of high importance

- C. False, the product is in a supply market which is highly complex and is of high importance
- D. False, the product is in a supply market with low complexity and is of low importance

**Answer: A**

Explanation:

In the Kraljic Purchasing Portfolio Matrix, bottleneck items are:

- \* Low value/low spend (low importance to profit impact).
- \* High supply risk (complex or limited supplier market).

Even though the spend is low, their absence can halt production because alternatives are limited. This makes them strategically significant despite their low financial importance.

## NEW QUESTION # 185

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