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**CIPS L4M6 Exam Syllabus Topics:**

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• The role between relationships as a provider and the achievement of added value objectives</li><li>• Understand the dynamics of relationships in supply chains</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• Understand structure and procedures for successful working with stakeholders</li><li>• Identify main points made by stakeholders for successful working</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• Analyse the purpose of organisational processes and practices in working goods and services</li><li>• The role between organisations in supply networks</li></ul>
Topic 4	<ul style="list-style-type: none"><li>• Strategies to identify supply, support and purchase prioritisation</li><li>• Secondary identification, assessment and valuation</li></ul>
Topic 5	<ul style="list-style-type: none"><li>• Compare the practical consequences of transaction management</li><li>• Compare the sources of added value that can be achieved through supply chain production steps</li></ul>

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It can be difficult to prepare for the CIPS L4M6 exam successfully, but with actual and updated CIPS Supplier Relationships (L4M6) exam questions, it can be much simpler. The difference between successful and failed L4M6 Certification Exam attempts can be determined by studying with real L4M6 exam questions.

CIPS L4M6 exam is a globally recognized certification that demonstrates an individual's expertise in managing supplier relationships. It provides procurement professionals with the necessary skills to develop and maintain strong relationships with suppliers, which can lead to cost savings, improved quality, and increased innovation. CIPS Supplier Relationships certification also demonstrates an individual's commitment to professional development and their desire to enhance their skills and knowledge in procurement and supply chain management. Overall, the CIPS L4M6 Exam is an essential qualification for procurement professionals who want to excel in their careers and make a significant contribution to their organizations.

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## CIPS Supplier Relationships Sample Questions (Q160-Q165):

### NEW QUESTION # 160

Which of the following macro-environmental factors can affect supply chains?

- A. environmental, ethical and cost
- **B. political, economic and social**
- C. environmental, ergonomic and social
- D. social, economic and cost

**Answer: B**

Explanation:

STEEPLE is what is used to analyse the macro-environment; the factors are; social, technological, economic, environmental, political, legislative and ethical. Details of this can be found on p.43-44. Note in the exam they won't necessarily be given in this order.

### NEW QUESTION # 161

Which of the following are the stages of team development?

- A. Beginning, working, reviewing, performing
- **B. Forming, storming, norming, performing**
- C. Introducing, forming, managing, performing
- D. Starting, forming, benchmarking, performing

**Answer: B**

Explanation:

The stages of team development as defined by Tuckman include forming, storming, norming, and performing. These stages reflect how teams evolve and mature through collaboration and problem-solving.

### NEW QUESTION # 162

A competitive advantage can be gained by doing what?

- **A. Building better relationships with primary stakeholders**
- B. Completing formal tenders for all buying requirements
- C. Engaging in market research
- D. Increasing your prices

**Answer: A**

Explanation:

The correct answer is 'Building better relationships with primary stakeholders'. This is a direct quote from the start of chapter 2.2: 'building better relationships with primary stakeholders such as employees, customers, suppliers and communities could lead to increased shareholder wealth by developing a competitive advantage'. The other three options wouldn't give you a competitive advantage; increasing prices would do the opposite, engaging in market research won't give you a competitive advantage unless you do something with that research such as implement a change to your business, and completing formal tenders for everything would be a waste of time and resources- there's no need to tender for low value, low risk items. See p.80

### NEW QUESTION # 163

A confectionery company has a portfolio of different items to sell. Their most popular product is the chocolate brownie cake, but they have begun to trial sales of cereal bars, granola cereal, and chewing gum. As a high-quality producer in a competitive market, the company requires effective supplier sourcing arrangements.

Which ONE of the following product lines would be the most suitable for partnership sourcing?

- A. Granola cereal
- B. Chewing gum
- C. Cereal bars
- **D. Chocolate brownie cake**

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation:

Partnership sourcing is most appropriate for products that are critical to the buyer's business, involve high spend, and are technically complex or require innovation. The chocolate brownie cake is the company's most popular product, indicating high sales volume and strategic importance. Establishing a partnership with suppliers for this product can lead to benefits such as improved quality, innovation, and supply chain efficiency.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 164

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. Existing performing team
- **B. Cross-organisational team**
- C. Finance 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 # 165

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