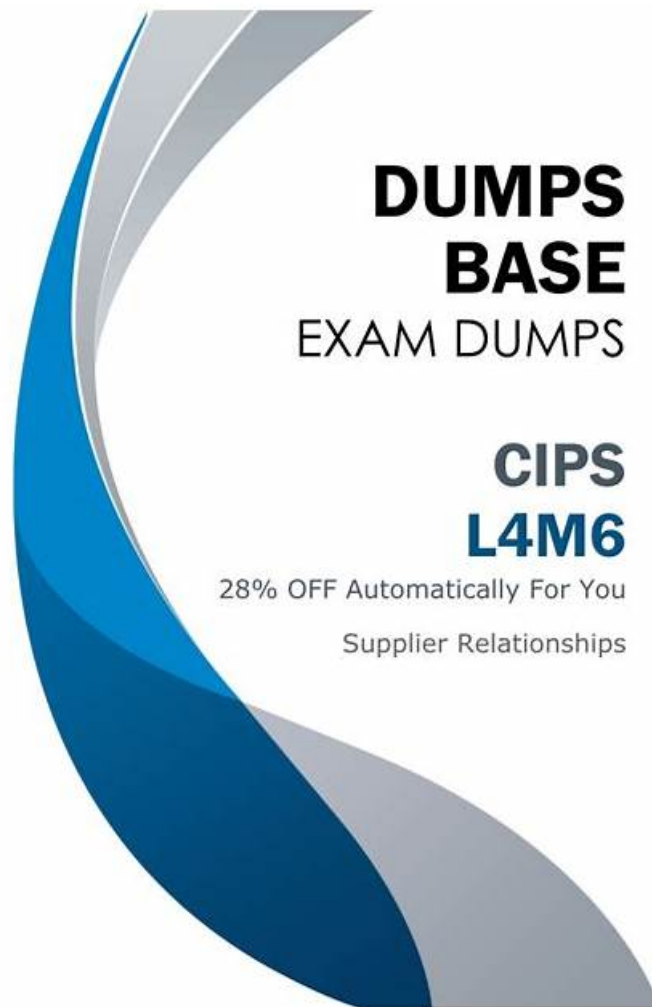


# L4M6 Dump Collection & L4M6 Reliable Exam Preparation



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The Chartered Institute of Procurement and Supply (CIPS) is a globally recognized professional body that offers procurement and supply chain management qualifications. One of its most sought-after qualifications is the CIPS Level 4 Diploma in Procurement and Supply, which is designed for professionals who have some experience in procurement and supply chain management. The CIPS L4M6 Exam is a part of this diploma and focuses on supplier relationships.

**>> L4M6 Dump Collection <<**

## **Authoritative L4M6 Dump Collection | Amazing Pass Rate For L4M6: CIPS Supplier Relationships | Accurate L4M6 Reliable Exam Preparation**

In the process of using the L4M6 study materials, once users have any questions about our study materials, the user can directly by E-mail us, our products have a dedicated customer service staff to answer for the user, they are 24 hours service for you, we are very welcome to contact us by E-mail and put forward valuable opinion for us. Our L4M6 Study Materials already have many

different kinds of learning materials, users may be confused about the choice, what is the most suitable L4M6 study materials? Believe that users will get the most satisfactory answer after consultation.

CIPS L4M6 exam is a critical exam for procurement professionals seeking to advance their careers in supplier relationship management. L4M6 exam covers various aspects of supplier relationships, including selection, negotiation, contract management, and performance management. It is an advanced level exam that requires a thorough understanding of procurement and the role of supplier relationships in achieving organizational objectives. Candidates who pass L4M6 exam gain valuable skills and knowledge that can help them to excel in their roles as procurement professionals.

CIPS L4M6 Certification Exam covers a broad range of topics related to supplier relationships, including supplier evaluation and selection, supplier performance management, contract management, and supplier development. L4M6 exam is designed to assess the candidate's ability to manage supplier relationships in a way that maximizes value for the organization. It is a comprehensive certification that equips professionals with the skills and knowledge they need to manage supplier relationships effectively.

## CIPS Supplier Relationships Sample Questions (Q208-Q213):

### NEW QUESTION # 208

A vehicle company has a partnering relationship with the manufacturer of its engines. The manufacturer is considered a key partner and is already involved in product development at the vehicle company in several strategic projects. The car company and engine manufacturer have integrated systems for a just-in-time (JIT) delivery. Is this an example of a significant integration partnership?

- A. No, as there is a short-term focus on the relationship
- **B. Yes, because it includes elements of joint product development**
- C. No, it is an example of a less time-intensive partnership
- D. Yes, as this is an example of a target costing approach

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation:

The described relationship includes:

- \* Joint Product Development: Collaborative involvement in strategic projects indicates a deep partnership.
  - \* Integrated Systems: JIT delivery systems require synchronized operations, reflecting significant integration.
- These elements are hallmarks of a significant integration partnership.

Reference:

"Strategic Supply Chain Partnership"-ResearchGate: Strategic Supply Chain Partnership

### NEW QUESTION # 209

When overcoming stakeholder resistance in a procurement-led project, which of the following groups would have the highest level of influence on other stakeholders?

\* Negative leaders

\* Silent opponents

\* Supporters

\* Promoters

- **A. 1 and 4 only**
- B. 3 and 4 only
- C. 1 and 2 only
- D. 2 and 3 only

**Answer: A**

Explanation:

In stakeholder management, Negative leaders and Promoters possess high influence over others:

- \* Negative leaders: Individuals who oppose the project and can sway others against it due to their influence.
- \* Promoters: Advocates who support the project and can positively influence others.

Understanding these dynamics is crucial for effectively managing stakeholder resistance.

As highlighted in the CIPS study materials:

"Overcoming resistance- Promoters - They have a high influence on other stakeholders and support the project. They support and empower."

### NEW QUESTION # 210

Lee is a procurement manager at Real Pirates Ltd and he has a contract with Peg Leg Industries for the supply of fake, wooden legs for his team of Pirates. Real Pirates Ltd have been working with Peg Leg Industries for almost 10 years but recently Lee has discovered he will need to terminate the contract due to 'Contract Frustration'. What could be the reason for this?

- A. The supplier has committed a material breach
- B. The supplier has become insolvent
- C. An unexpected incident has occurred beyond anyone's control
- D. The supplier has leaked confidential information about Real Pirates Ltd to a competitor

**Answer: C**

Explanation:

The correct answer is 'An unexpected incident has occurred beyond anyone's control'. A good example of this would be the Covid-19 pandemic- neither the buyer nor supplier could have predicted this, and if this means that the contract can't be completed - then the contract can be terminated (in the UK at least). A way to avoid this would be to include a Force Majeur clause listing possible circumstances that could occur. When there's a Force Majeur clause, these eventualities are now classed as foreseen rather than unforeseen. See p.

108

### NEW QUESTION # 211

Varying levels of commitment is one reason why many partnerships fail. Why is this?

- A. Sufficient time and resources are put in
- B. One party doesn't fulfil their KPIs
- C. Less profit is made.
- D. It can lead to a lack of trust

**Answer: D**

Explanation:

The correct answer is 'It can lead to a lack of trust' - this is a quote from p.162. The other answers are all incorrect; in a partnership KPIs are joint between the parties- so there wouldn't be a situation where one party doesn't fulfil their KPIs. Commitment doesn't necessarily have a direct correlation with profit so that answer is incorrect. 'Sufficient time and resources are put in' is a positive thing, so can't be a reason why a partnership fails.

### NEW QUESTION # 212

The Queen Victoria is a traditional British pub which serves a range of alcoholic beverages. It has a partnership relationship with a local brewery which supplies several types of beer and cider. Logistics is a key concern for the Queen Victoria as deliveries must be made when there is room in the cellar to store the barrels of beer and cider. In what ways could the logistics risk be reduced?

- A. Batch ordering
- B. Using several suppliers instead of one
- C. Sharing up-to-date information
- D. Issuing POs electronically.

**Answer: C**

Explanation:

The logistics risk can be reduced by 'Sharing up-to-date information'. If the Pub tells the supplier when it's running low, they can then time the deliveries more accurately. P. 136. A lot of the questions on the 'Partnerships' chapters of the book are common-sense questions like this. It involves reading the question and using logic, rather than relying on your knowledge of procurement. If you found this question easy - that's a good sign for the exam.

### NEW QUESTION # 213

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