

# Study Guide CIPS L4M6 Pdf, L4M6 Questions



CIPS Level 4 – Diploma in Procurement and Supply

## Supplier Relationships [L4M6]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

L4M6 Sample Questions V5 Sept 2020

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CIPS L4M6 exam covers a wide range of topics related to supplier relationships, including understanding the importance of developing and maintaining effective supplier relationships, identifying key supplier risks and opportunities, and implementing strategies to improve supplier performance. L4M6 exam also explores the role of procurement professionals in managing supplier relationships, including effective communication, negotiation, and conflict resolution.

CIPS L4M6 exam is a critical component of the CIPS Level 4 Diploma in Procurement and Supply, and it focuses on the importance of supplier relationships in procurement and supply chain management. It is a challenging exam that requires a deep understanding of procurement and supply chain management concepts and principles. Passing L4M6 Exam is a significant achievement that demonstrates a commitment to professional development and opens up new opportunities for career advancement in the procurement and supply chain management field.

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CIPS L4M6 Certification Exam is a highly sought-after qualification for anyone looking to excel in procurement and supply chain management. CIPS Supplier Relationships certification is designed to provide learners with the knowledge and skills required to effectively manage supplier relationships, which is a crucial aspect of procurement management.

## CIPS Supplier Relationships Sample Questions (Q158-Q163):

### NEW QUESTION # 158

A large construction group has a critical contract with a brick supplier. This represents high-value spend and the contract has a five-year duration. What type of commercial relationship would be the most appropriate?

- A. Partnership
- B. Outsourcing
- C. Transactional
- D. Closer Tactical

**Answer: A**

Explanation:

A partnership is the most appropriate type of relationship for high-value, long-term contracts involving strategic goods or services. This relationship allows both parties to work collaboratively toward common goals, share risks, and ensure continuity and quality over the long term. According to the CIPS L4M6 study materials, partnership relationships are encouraged where there is a high level of interdependence and shared objectives.

### NEW QUESTION # 159

According to Michael Porter, what is procurement?

- A. a primary activity which provides a source of competitive activity
- B. a support activity which provides a source of competitive advantage
- C. a secondary activity which provides value for money
- D. a primary activity which provides value for money

**Answer: B**

Explanation:

This question refers to Porter's Value Chain (p.35). There's a couple of questions on this in the exam so try to learn it. Procurement is a 'support activity' on this matrix along with firm infrastructure, HR and technology development

### NEW QUESTION # 160

Which one of the following is an advantage of early supplier involvement?

- A. Understanding of supplier capabilities
- B. Large investment in supplier communications
- C. Supplier is responsible for all intellectual property risks
- D. No need for supplier non-disclosure agreements

**Answer: A**

Explanation:

Early supplier involvement highlights supplier strengths and capabilities, enabling collaborative development. This supports innovation and optimizes the procurement process.

### NEW QUESTION # 161

Canadian Office Furniture Manufacturing Ltd (COFM) was trying to enter the Australian market, but without any success. The main issue is that the Australian government supports local manufacturers. COFM has successfully bid to acquire an Australian office furniture manufacturer. Which of the following benefits will COFM achieve by the acquisition?

- \* Accessing the restricted local market
  - \* Removing the government support for local manufacturers
  - \* Decreasing the competition between local manufacturers
  - \* Improving its knowledge of the local market
- 
- A. 1 and 2 only
  - B. 3 and 4 only
  - C. 2 and 3 only
  - D. 1 and 4 only

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation:

By acquiring an Australian office furniture manufacturer, COFM can:

- \* Access the Restricted Local Market: Acquisition allows COFM to operate as a local entity, thereby overcoming barriers to entry and benefiting from any local government support available to domestic manufacturers.
  - \* Improve Knowledge of the Local Market: The acquired company brings with it an understanding of local customer preferences, regulatory requirements, and market dynamics, which is invaluable for successful operations.
- However, the acquisition does not remove government support for other local manufacturers, nor does it necessarily decrease competition.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 162

A medical consumables buyer has adopted a close relationship approach with their suppliers that are considered to be complicated, technical suppliers. Is this the right approach?

- A. Yes, as the items are of high financial risk
- B. No, as there are only a small number of suppliers in the marketplace
- C. Yes, as all the items supplied are off the shelf
- D. No, as there is often a supply risk with items offered

**Answer: A**

Explanation:

Complex and technical suppliers often involve high financial risks due to the critical nature of their products.

A close relationship ensures better collaboration, risk management, and value generation.

### NEW QUESTION # 163

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