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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 2028

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CIPS L4M6 Exam Overview:

Certification Vendor:	CIPS (Chartered Institute of Procurement & Supply)
Exam Name:	Supplier Relationships
Exam Number:	L4M6
Exam Format:	Objective Response Exam, Scenario-based questions, Multiple Choice Questions (MCQ)
Exam Duration:	90 minutes
Exam Price:	Varies by region (typically ~£80–£120 per module exam fee range in UK centres)
Real Exam Qty:	60 (Objective Response MCQ)
Passing Score:	Approximately 50% (CIPS does not always publish a fixed numeric pass mark)

Available Languages:	English
Certificate Validity Period:	5 years (CIPS qualification validity / CPD requirement dependent)
Related Certifications:	CIPS Level 4 Diploma in Procurement and Supply
Recommended Training:	Approved CIPS Training Providers (search portal) CIPS Study Hub
Exam Registration:	CIPS Official Qualifications Page
Sample Questions:	CIPS L4M6 Sample Questions
Exam Way:	Computer-based exam at authorised test centres or remote online proctored exam (depending on CIPS provider availability)
Pre Condition:	No formal prerequisite exams required, but Level 3 Diploma knowledge or equivalent procurement experience is recommended by CIPS.
Official Syllabus URL:	https://www.cips.org/qualifications/diplomas/diploma-in-procurement-and-supply/

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CIPS L4M6 Exam covers a range of topics related to supplier relationship management, including the principles of effective supplier management, the importance of communication and negotiation skills, developing and maintaining strategic supplier relationships, and managing supplier performance. Successful completion of L4M6 exam demonstrates a candidate's ability to manage supplier relationships effectively, which is a critical component of any successful procurement and supply chain operation. Furthermore, candidates who pass the exam will gain a thorough understanding of the best practices in supplier relationship management, enabling them to improve their organization's procurement and supply chain operations.

CIPS Supplier Relationships Sample Questions (Q240-Q245):

NEW QUESTION # 240

A 'synergy' within a partnership can lead to what?

- A. Greater creativity
- B. Poor performance
- C. Miscommunications
- D. Increased costs

Answer: A

Explanation:

The correct answer is 'greater creativity'. A synergy is the concept that the value and performance of two companies combined will be greater than the sum of the separate individual parts. P.160

NEW QUESTION # 241

The procurement department is sourcing new uniforms for its housekeeping team. Although the housekeeping team in itself doesn't hold a lot of power within the business, they have a high interest in the activity as it will be them who is wearing the items. When designing the specification, how should the procurement department manage the housekeeping team?

- A. Keep them informed- it's important the housekeeping team know what's going on at each stage of the procurement
- B. Minimal effort is required as they do not hold a lot of power in the business.
- C. Keep them satisfied- they will be wearing the uniform so need to be happy with it

- D. Manage them closely- they're key players in this procurement activity

Answer: A

Explanation:

The housekeeping team have low power and high interest. According to Mendelow's stakeholder matrix, this puts them in the bottom right corner which is 'keep informed'. See p.81 for more information

NEW QUESTION # 242

An amicable style approach to ending a buyer-supplier relationship would be most appropriate in which of the following circumstances?

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

Answer: B

Explanation:

An amicable approach is critical when alternative suppliers are limited or when ongoing collaboration is required during the termination period. Maintaining positive relations ensures smooth operations and protects reputations in the marketplace.

NEW QUESTION # 243

Which of the following are considered 'wastes' which can be removed from a business? Select THREE.

- **A. Transportation**
- B. Stockout
- C. Equity
- **D. Over-processing**
- **E. Inventory**

Answer: A,D,E

Explanation:

The seven wastes (as defined by Taiichi Ohno) can be remembered as Tim Wood; transportation, inventory, motion, waiting, over-processing, over-production, defects. Some people add an S onto the end of Tim Wood to make Tim Woods (the s is for skills). In some modules of CIPS, they refer to 8 wastes and include skills, but in M6 they've only put the 7 on p.70.

NEW QUESTION # 244

In the 1990s, a manufacturer of portable music players partnered with a mini-disk producer. The aim of the partnership was to reduce the size and cost of the devices and enhance flexibility. Sales of the product after launch were low due to a competitive launch of small digital players, which offered better flexibility to customers at a comparable price. The partners suffered substantial loss and never recovered the investment. In order to mitigate the risk described, what should both partners have considered before investing in the product? Select the TWO that apply.

- A. Cost of investment
- B. Fast charging markers
- **C. New substitute technology**
- **D. Customer price expectation**
- E. Legal implication of partnering

Answer: C,D

Explanation:

Understanding customer price expectations and the potential for substitute technology are critical in product development to anticipate market trends and competitive threats, aligning with risk management principles.

NEW QUESTION # 245

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