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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 2020

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CIPS L4M6 Exam is a comprehensive assessment designed to test the knowledge and skills of procurement professionals when it comes to managing supplier relationships. L4M6 exam is part of the Chartered Institute of Procurement and Supply (CIPS) Level 4 Diploma in Procurement and Supply, and passing it is a requirement for those who want to progress to the next level of the program.

>> **L4M6 Valid Exam Format** <<

L4M6 Valid Exam Format | Valid CIPS L4M6: CIPS Supplier Relationships

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CIPS Supplier Relationships Sample Questions (Q117-Q122):

NEW QUESTION # 117

In a partnership who is responsible for decision making?

- A. The project steering committee
- B. The supplier
- C. Both the supplier and the buyer
- D. The buyer

Answer: C

Explanation:

The correct answer is both the supplier and the buyer- joint decision making is a key aspect of partnership relationships. A project steering committee decides on priorities, suggests improvements, conducts audits etc.

See p.152

NEW QUESTION # 118

Gabriel is a procurement manager who wishes to explore a new avenue to procure products for his company.

His manager has told him that he should invite internal stakeholders to a meeting to get their feedback. Who should Gabriel invite?

Select THREE.

- A. legal department
- B. suppliers
- C. customers
- D. employees
- E. end-users

Answer: A,D,E

Explanation:

Internal stakeholders are those who work within the business so include the legal department, employees and end-users. End-users mean those people and departments who will be using the product or service. For example if Gabriel is procuring new software- an end-user would be anyone who would be using that software (whether they're employees, volunteers or agencies). CIPS outlines types of stakeholders on p.64

NEW QUESTION # 119

Which of the following are NOT one of the four key principles of procurement in the EU?

- A. Value for Money
- B. Non-Discrimination
- C. Transparency
- D. Proportionality

Answer: A

Explanation:

Value for money is not a principle of EU procurement. The four key principles are; transparency, non-discrimination, proportionality and equality of treatment. The principles are basically about ensuring the procurement process is fair. See p.75

NEW QUESTION # 120

You work at XYZ manufacturers and a competitor has just released a rival washing machine to the product that you make. This model is proving popular with customers. What competitive force is at play?

- A. supplier power
- B. buyer power
- C. threat of substitution
- D. threat of new entrant

Answer: D

Explanation:

This is a threat of a new entrant. The competitor has now entered the washing machine market and is competing directly with you. This is not a threat of substitution as it is the same product. A substitution would be if they invented a new product that washed clothes and people started buying this instead of washing machines. There are many questions in the exam on Porter's 5 Forces - see p. 39

NEW QUESTION # 121

Which of the following relationship types are characterised by low levels of trust? Select TWO options

- A. Adversarial(Correct)
- B. Single- Sourced
- C. Arm's Length
- D. Partnership
- E. Outsourced

Answer: A,C

Explanation:

Adversarial and Arm's Length relationships have low levels of trust. Single Source, Partnership and Outsourcing require high level of trust. See p.5 for the Supplier Relationship Spectrum

NEW QUESTION # 122

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