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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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By passing the CIPS L4M6 Exam, procurement professionals will demonstrate their knowledge and expertise in managing supplier relationships, which will help them in their career advancement and contribute to the overall success of their organization. CIPS Supplier Relationships certification will also help employers identify high-performing professionals who have the skills and knowledge needed to effectively manage supplier relationships and drive positive business outcomes.

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CIPS Supplier Relationships Sample Questions (Q242-Q247):

NEW QUESTION # 242

A comprehensive approach to managing the termination of a contractual relationship would include ...

- A. Attacking the personalities, not the problem
- B. Giving qualitative feedback only
- C. Setting aside the value of existing work done by both parties
- D. **Setting remedies and compensation for contractual breaches**

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

Effective contract termination involves addressing any breaches through agreed-upon remedies and compensation. This ensures that both parties are treated fairly and that any disputes are resolved in accordance with the contract terms.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 243

A buyer is seeking to set up an agreement for one year for the purchase of paper. They complete a tender exercise and supplier X wins the contract, and all other suppliers are told that they will not be needed for the next 12 months. Where would the buyer place supplier X on the relationship spectrum?

- A. Arms length
- B. **Single sourced**
- C. Transactional
- D. Partnership

Answer: B

Explanation:

Comprehensive and Detailed Explanation:

When a buyer selects a single supplier for a specific period, such as a one-year contract, and excludes other suppliers during this time, this is referred to as a single sourced relationship. This approach is often used to consolidate purchases, achieve economies of scale, and build a more streamlined procurement process for specific goods or services.

Reference:

"Single sourcing involves selecting one supplier for a particular item or service, often for a defined period, to streamline procurement and potentially achieve better terms." - CIPS L4M6 Study Guide

NEW QUESTION # 244

Barry is a procurement manager at Sea Biscuits, a company which manufactures biscuits in the shape of dolphins and starfish. He works in an office that orders stationary regularly for its 100 person workforce.

Stationary is a low-spend category item and Barry often orders stationary from different suppliers based on which supplier can provide the item the cheapest at that point in time. According to the Kraljic matrix, what type of suppliers provides stationary to Barry?

- A. leverage
- B. Bottleneck
- C. strategic
- D. **routine**

Answer: D

Explanation:

Stationery is a routine item; it is ordered often (as Barry uses different suppliers), it is a low category spend, and low risk to the business' operations (a late delivery of pens isn't going to stop the company making its biscuits). There are lots of questions on Kraljic in the exam - do revise this topic and ensure you understand each of the four quadrants of the matrix (see p.20)

NEW QUESTION # 245

Which of the following is characteristic of an adversarial relationship?

- A. The communication is always poor
- B. The outcome of the deal is more important than the long term relationship
- C. The price is more important than the quality of the product
- D. They are only used for one-off purchases

Answer: B

Explanation:

In an adversarial relationship "the outcome of the deal... is more important than maintaining the relationship over a long-term period" p.7. They can be characterised by poor communication and can be used for one-off purchases but be careful for words in answers such as 'only' and 'always', as these can be misleading; adversarial relationships aren't always for one-off purchases, and communication isn't always poor. The other answer is incorrect (price is more important) because it doesn't describe the relationship, which is what the question asked.

NEW QUESTION # 246

Red Manufacturing work with around 40 different suppliers. One of these suppliers is Blue Business. Red Manufacturing order regularly from Blue Business, and have never had any issues with their performance. The materials Blue Business supply are of low value and there are several other suppliers of these materials in the market. What type of relationship should Red Manufacturing seek to have with Blue Manufacturing?

- A. partnership
- B. arms-length
- C. single-source
- D. adversarial

Answer: B

Explanation:

The correct answer is 'arms length'. This is a tactical purchase (as it is low value) and keeping the supplier at arms-length means that Red Manufacturing could possibly exploit them to reduce their prices (think back to the Kraljic matrix and where Blue Business would likely fall). A Partnership or Single- Source relationship requires investment into the relationship, and as the products are low value and Red Manufacturing have a lot of other suppliers, they should not be investing time in developing that relationship with Blue Business. An adversarial relationship wouldn't be advantageous as it may lower the performance of the supplier. See the relationship spectrum on p.5 - this is a hot topic for the exam

NEW QUESTION # 247

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