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OTM L4M6 OTM Angular Measurement 2

Topic 6	<ul style="list-style-type: none">• Appreciate purposeful techniques to assess relationships in supply chains• Absorb the concept of comparing and where it is a valuable approach
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CIPS Supplier Relationships Sample Questions (Q66-Q71):

NEW QUESTION # 66
When developing a supplier partnership, a buyer can take either a strategic or reactive approach. What would be a reason for a reactive approach?

- A. It will allow for consultation in the supply chain
- B. The discover that the supplier has a high profit margin
- C. The buyer wishes to create a partnership and requires input from a supplier
- D. Supplier changes in the marketplace

Answer: D

Explanation:
The correct answer is "Supplier changes in the marketplace". This is a reason a buyer would be reactive. Reactive is when something happens to you and it forces you to act in a certain way. The other options would be strategic rather than reactive. (P. 143)

NEW QUESTION # 67
Fudy Manufacturing is a company which manufactures toyota parts. It has several factories around the country and is one of the leading suppliers of wheels, tools and jacks. Which of the following is Fudy Manufacturing likely to outsource? Select TWO options.

- A. Manufacturing of tools and jacks
- B. Manufacturing of its toyota parts
- C. Outsourcing
- D. Facilities Management

Answer: C,D

Explanation:
They could outsource cleaning and facilities management. That is not auxiliary services. The

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CIPS L4M6 exam is recognized internationally and is an excellent way to demonstrate your expertise in supplier management. CIPS Supplier Relationships certification is highly respected in the procurement industry and is widely recognized by employers globally. Achieving this certification demonstrates your commitment to your profession and your ability to manage supplier relationships efficiently. The CIPS Supplier Relationships exam is designed to help you develop your skills and knowledge so you can build more robust supplier relationships that deliver tangible value for your organization.

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.

CIPS Supplier Relationships Sample Questions (Q143-Q148):

NEW QUESTION # 143

A garden centre has recently purchased some lollypop sticks to use as plant labels. The staff have written the name of the plant on the lollypop stick and put it next to the plant. This helps them identify which plant is which. However, after a couple of weeks, the lollypop sticks have become mouldy and the writing has faded.

Staff are now struggling to identify their plants. The Manager of the garden centre is considering returning the lollypop sticks and asking for a full refund as they were not fit for purpose. Can the Manager do this?

- A. No- the manager cannot prove that the product is faulty
- **B. No- as this was not the lollypop sticks intended purpose**
- C. Yes- so long as the manager kept the receipt
- D. Yes- the lollypop sticks have gone mouldy- this is unacceptable

Answer: B

Explanation:

The correct answer is 'no- as this was not the lollypop sticks intended purpose'. When deciding if something is fit for purpose, you must consider its intended and common purpose. In this case it would be for making lollypops. As the garden centre is using them for something other than their intended purpose, they can't complain if it doesn't work. Fit for purpose is discussed on p.65 p.s. there's a question like this in the real exam - it's just not lollypop sticks ;)

NEW QUESTION # 144

Under which circumstances would a partnership sourcing approach be used?

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

Answer: C

Explanation:

Partnership sourcing is ideal for high-spend, high-risk situations where collaboration mitigates risks and maximizes value through innovation, efficiency, and trust.

NEW QUESTION # 145

Rivalry between suppliers is more likely to be intense in which of the following situations?

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

Answer: B

Explanation:

Intense rivalry occurs when suppliers are equally balanced and face high barriers to exit, leading to aggressive competition to retain market share, as described in Porter's Five Forces model.

NEW QUESTION # 146

In a partnership who is responsible for decision making?

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

Answer: A

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 # 147

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

Answer: D

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 # 148

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