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CIPS L4M6 Certification Exam, also known as CIPS Supplier Relationships, is a globally recognized qualification designed for procurement professionals who want to enhance their knowledge and skills in managing supplier relationships. CIPS Supplier Relationships certification provides candidates with the theoretical and practical understanding of effective supplier relationship management, which is crucial for achieving sustainable procurement practices.

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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 L4M6 Certification Exam is an essential qualification for professionals looking to specialize in supplier relationship

management. L4M6 exam covers a wide range of topics and is recognized globally. It is an excellent way to demonstrate your skills and knowledge to employers and can help you progress in your career.

CIPS Supplier Relationships Sample Questions (Q146-Q151):

NEW QUESTION # 146

Which one of the following would constitute a succession issue when terminating a relationship?

- A. Payment of old invoices
- B. Processing penalties
- C. Deletion of old specifications
- **D. Continuity of supplies**

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

Succession issues pertain to the challenges associated with ensuring the uninterrupted supply of goods or services when transitioning from one supplier to another. Continuity of supplies is a primary concern, as any disruption can impact operations, customer satisfaction, and revenue. Effective succession planning involves:

* Identifying Alternative Suppliers: Ensuring that backup suppliers are in place and capable of meeting requirements.

* Knowledge Transfer: Facilitating the transfer of critical information and processes to new suppliers.

* Inventory Management: Maintaining adequate stock levels during the transition period.

Other options listed, such as processing penalties, deletion of old specifications, and payment of old invoices, are administrative tasks that, while important, do not directly relate to succession planning.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 147

In the 1990s a company spent a lot of time and money developing a device that you could carry around that could play CDs. The product spent a long time in development but when it was released the sales figures were very disappointing. This was in part due to the fact another product was released at a similar time which had much more developed technology and could play music without the cumbersome size of a portable CD player. Which of the following did the company not consider when developing the product?

- A. rivalry among existing competitors
- B. threat of new entrant
- C. power of buyers
- **D. threat of substitution**

Answer: D

Explanation:

The portable CD player has been replaced with a substitute product. This threat wasn't considered by the company and this resulted in poor sales. There are many questions in the exam on Porter's 5 Forces - see p. 39

NEW QUESTION # 148

Which of the following are typical drivers for a partnership between the buyer and the supplier? Select the THREE that apply.

- A. There are many suppliers in the market
- B. The supplier provides the product to a buyer's competitor
- C. The product is a commodity
- **D. The product is technically complex**
- **E. The buyer has a high spend with the supplier**
- **F. The product is critical for the buyer**

Answer: D,E,F

Explanation:

Drivers for partnership include a high spend with the supplier, criticality of the product, and technical complexity. These factors

encourage collaboration for cost efficiency, quality improvement, and risk management. Partnerships are less likely when there are many suppliers or the product is a commodity, as competition and standardization reduce the need for close collaboration.

NEW QUESTION # 149

Early Supplier Involvement can be described as a collaborative relationship between a buyer and a supplier to develop a new project. Handfield's model describes four different levels of supplier involvement ranging from none to 'black box' (which is when the design is primarily driven by the supplier. What other level features on this model?

- A. Grey Box - when the involvement is buyer driven
- **B. White Box - when there is informal integration and the buyer consults with a supplier on a design**
- C. Blue Box - when the buyer creates the product without input from the supplier
- D. Red Box- when the supplier provides legal advice to the buyer on areas such as copywrite

Answer: B

Explanation:

The Handfield ESI model is on p.98 and comprises of Black Box, Grey Box, White Box and None. Therefore Red and Blue can be automatically discounted. The correct answer is White Box as the definition given is correct. Grey Box is a formalised supplier integration; joint development activity between buyer and supplier.

I have no idea why Handfield calls his system after coloured boxes- but it's only briefly mentioned in the study guide and is not likely to be a big topic in the exam

NEW QUESTION # 150

Which of the following are examples of a collaborative partnering relationship? Select TWO that apply.

- **A. Co-destiny**
- B. Adversarial
- **C. Strategic alliance**
- D. Transactional
- E. Arm's length

Answer: A,C

Explanation:

Comprehensive and Detailed Explanation:

Collaborative partnering relationships are characterized by high levels of trust, mutual objectives, shared information, and long-term commitment. Among the options provided:

* Co-destiny: This represents the highest level of collaboration, where both parties' futures are closely linked, and decisions are made jointly for mutual benefit.

* Strategic alliance: This involves a formal agreement between organizations to pursue shared objectives while remaining independent entities.

These relationship types are positioned on the collaborative end of the relationship spectrum, emphasizing joint efforts and shared success.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 151

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