

Exam L4M6 Flashcards & Valid Braindumps L4M6 Sheet



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 Certification Exam focuses on supplier relationships, which is one of the most critical aspects of procurement and supply chain management. L4M6 exam is designed to test the knowledge and skills of procurement professionals in managing supplier relationships effectively. It covers various topics, such as supplier selection, performance management, contract management, and supplier development.

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To pass the CIPS L4M6 Exam, candidates need to have a comprehensive understanding of the procurement and supply process and the importance of effective supplier relationships. They should also be familiar with various supplier relationship management techniques and tools, including contract negotiation, supplier performance monitoring, and supplier risk management. With this certification, candidates will be able to demonstrate their expertise in managing supplier relationships and enhance their career opportunities.

CIPS L4M6 exam is a globally recognized certification that demonstrates an individual's expertise in managing supplier relationships. It provides procurement professionals with the necessary skills to develop and maintain strong relationships with suppliers, which can lead to cost savings, improved quality, and increased innovation. CIPS Supplier Relationships certification also demonstrates an individual's commitment to professional development and their desire to enhance their skills and knowledge in procurement and supply chain management. Overall, the CIPS L4M6 Exam is an essential qualification for procurement professionals who want to excel in their careers and make a significant contribution to their organizations.

CIPS Supplier Relationships Sample Questions (Q104-Q109):

NEW QUESTION # 104

In the Purchasing Portfolio Matrix, a leverage product is a product in a market where it is easy to switch suppliers and the quality is standardised. Is this TRUE or FALSE?

- A. True, the product is in a supply market which is of low complexity and the product is of high importance
- B. True, the product is in a supply market which is of low complexity and the product is of low importance
- C. False, the product is in a supply market which is highly complex and the product is of high importance
- D. False, the product is in a supply market which is highly complex and the product is of low importance

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

Leverage products are characterized by:

* High profit impact: They significantly affect the company's bottom line.

* Low supply risk: They are available from multiple suppliers, making it easy to switch if necessary.

These products often have standardized quality, and the competitive supply market allows buyers to negotiate favorable terms.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 105

Hungry Sandwich Co. produces over 5,000 freshly made sandwiches on-site every day. The main ingredient that Hungry Sandwich Co. buys is bread. It is the item they spend the most money on, and they have a long-term partnership agreement with a local bakery to manufacture and supply fresh bread every morning. Using a supplier positioning matrix, which is the appropriate category for bread for Hungry Sandwich Co.?

- A. Abundant
- B. Non-critical
- C. Bottleneck
- D. Strategic

Answer: D

Explanation:

Bread is a strategic item due to its high spend and critical role in daily operations. A partnership approach ensures consistent quality and reliability, aligning with strategic supplier management principles.

NEW QUESTION # 106

Within a supplier's terms and conditions, they have a 'mutual termination for convenience' clause, which requires either party to provide 30 days' notice. Before the buyer signed the agreement, a procurement colleague recommended that the buyer should

request this be amended to 90 days' notice. Was this amendment the correct thing to do?

- A. No, as this will be in breach of statutory contract law requirements
- B. Yes, as the buyer will then be responsible for providing additional business to the supplier
- C. No, as this will guarantee a hostile end to the buyer-supplier relationship
- **D. Yes, as this will allow the buyer enough time to mobilize a new contract**

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

Extending the notice period in a mutual termination for convenience clause provides the buyer with additional time to:

- * Identify and engage alternative suppliers
- * Ensure continuity of supply
- * Mitigate risks associated with abrupt contract termination

This proactive approach aligns with best practices in contract management, allowing for smoother transitions and minimizing potential disruptions.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 107

Which of the following are examples of internal stakeholders of a manufacturing repair organisation? Select TWO that apply.

- **A. Maintenance engineers**
- B. Shareholders
- **C. Finance director**
- D. Bank manager
- E. Trade union managers

Answer: A,C

Explanation:

Internal stakeholders are individuals or groups within an organization who are directly involved in its operations and decision-making processes. The finance director plays a crucial role in budgeting and financial planning, while maintenance engineers are essential for ensuring equipment functionality and efficiency. Both are integral to the organization's internal operations, as outlined in the CIPS L4M6 study materials.

NEW QUESTION # 108

A local council requires facilities management services for ten schools based in their region. This service is a high spend, high risk, critical contract. Which sourcing approach would be the most appropriate?

- A. Direct negotiation
- B. Request for quotation
- **C. Competitive tendering**
- D. Statement of source requirements

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

For high-value and high-risk contracts, such as facilities management services for multiple schools, competitive tendering is the most appropriate sourcing approach. This process involves inviting multiple suppliers to submit bids, ensuring transparency, fairness, and the opportunity to assess various proposals to select the most suitable supplier. It helps in mitigating risks and achieving value for money.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 109

