

CIPS L4M6全真問題集 & L4M6模擬練習



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

P.S. JapancertがGoogle Driveで共有している無料かつ新しいL4M6ダンプ: https://drive.google.com/open?id=1xZCmEYXCABrLORcPuzfi72IW_WjNYVt

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>> CIPS L4M6全真問題集 <<

CIPS L4M6模擬練習、L4M6無料サンプル

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CIPS Supplier Relationships 認定 L4M6 試験問題 (Q249-Q254):

質問 # 249

Robbie is a procurement manager at a public sector organisation. He is running a tender which is worth £2m and so will advertise this on OJEU. His manager has reminded Robbie to include CPV codes on the tender.

What purpose would this serve?

- **A. To ensure suppliers can find the opportunity**
- B. To ensure more suppliers bid for the tender
- C. To ensure only qualified suppliers bid for the tender
- D. To ensure suppliers know the deadline for tender submission

正解: A

解説:

CPV codes help suppliers find opportunities they can bid for. CPV codes are a numerical classification for products e.g. Strawberry Jam is 15332296 and when they are included on a Tender, any supplier who is registered with that same CPV code will get a notification that the tender is live. CPV codes are discussed on p.72 but not in much detail- so don't worry if you don't know much about them. So long as you know the above, you'll be fine.

質問 # 250

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. Proportionality
- D. Transparency

正解: A

解説:

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

質問 # 251

Rachel and Jacky work in the procurement department of Foddy Foods Ltd. They have been told by their CEO to build better relationships with strategic suppliers as this will create value for money for the company. In what ways can value for money be achieved by building strong relationships with suppliers? Select TWO.

- **A. Innovation developed as part of collaborative projects**
- B. Reducing costs
- **C. Reduction of waste**
- D. Better payment terms

正解: A、C

解説:

Supplier relationships can result in value for money in the reduction of waste and in innovation developed as part of collaborative projects. Remember that in CIPS waste doesn't necessarily mean physical waste (as in stuff you don't want any more). There are 7 types of waste including waiting, inventory, transportation etc. So when you develop a relationship with a supplier, this can reduce waste (e.g. you may be able to get deliveries quicker by integrating your ordering system with the supplier's, or you might reduce transportation by agreeing a Consignment stock). Having a good relationship with a supplier isn't necessarily going to get you a

reduction in cost or better payment terms. See p.70 for more details on this- there's a short list of ways in which good supplier relationships can bring value for money to a business.

質問 # 252

Robbie is a procurement manager at a public sector organisation. He is running a tender which is worth £2m and so will advertise this on OJEU. His manager has reminded Robbie to include CPV codes on the tender.

What purpose would this serve?

- A. To ensure suppliers can find the opportunity
- B. To ensure more suppliers bid for the tender
- C. To ensure only qualified suppliers bid for the tender
- D. To ensure suppliers know the deadline for tender submission

正解: A

解説:

CPV codes help suppliers find opportunities they can bid for. CPV codes are a numerical classification for products e.g. Strawberry Jam is 15332296 and when they are included on a Tender, any supplier who is registered with that same CPV code will get a notification that the tender is live. CPV codes are discussed on p.

72 but not in much detail- so don't worry if you don't know much about them. So long as you know the above, you'll be fine.

質問 # 253

A category buyer, managing an outsourcing project, is aware of the commercially sensitive nature of the project and wishes to adopt an accommodating approach to managing conflict amongst key stakeholders. Is this the correct approach?

- A. Yes, as the category manager has a high concern for others and a high concern for themselves
- B. No, as the category manager has a low concern for others and a low concern for themselves
- C. No, as the category manager has a high concern for themselves and low concern for others
- D. Yes, as the category manager has a low concern for themselves but high concern for others

正解: D

解説:

Comprehensive and Detailed Explanation:

The accommodating conflict management style is characterized by a low concern for self and a high concern for others. This approach involves yielding to others' needs and maintaining harmony, which can be appropriate in situations where preserving relationships is more important than achieving personal goals.

In the context of a commercially sensitive outsourcing project, adopting an accommodating approach may be suitable to ensure stakeholder cooperation and minimize conflict.

Reference:

"The accommodating conflict management style indicates a low concern for self and a high concern for other, and is often viewed as passive or submissive, in that someone complies with or obliges another."- Social Sci LibreTexts: Conflict Management Styles

質問 # 254

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- 試験の準備方法-実際のL4M6全真問題集試験-100%合格率のL4M6模擬練習 □ URL [www.goshiken.com]をコピーして開き、➡ L4M6 □を検索して無料でダウンロードしてくださいL4M6日本語認定対策

