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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 2028

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CIPS Supplier Relationships exam is aimed at those seeking to develop their strategic and tactical supplier management skills. L4M6 Exam covers a broad range of topics related to supplier performance and management such as conducting supplier assessments, negotiating contracts, and managing supplier risk. L4M6 exam also covers the importance of effective communication and understanding the specific needs of your organization. Completing this certification is essential for procurement professionals as it provides a deep understanding of the supplier management process and enables individuals to develop more robust supplier relationships that benefit their organization.

>> Exam L4M6 Objectives <<

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### CIPS Supplier Relationships Sample Questions (Q78-Q83):

#### NEW QUESTION # 78

Red Ltd and Blue Ltd have had a disagreement over a high value project they have been partnering on. They have been unable to resolve the issues inhouse and Red Ltd has suggested Mediation as an option. Is this a good option?

- A. Yes- mediation means the buyer and supplier agree to accept a third party's decision which will solve the disagreement issues
- B. No- mediation could have a negative impact on the companies' reputation
- C. Yes- mediation involves a neutral third party and gets both parties to attempt to reach a compromise
- D. No- it would be better to solve the disagreement in-house

**Answer: C**

Explanation:

The correct answer is 'Yes- mediation involves a neutral third party and gets both parties to attempt to reach a compromise'. Be careful not to confuse mediation with arbitration - arbitration is when the buyer and supplier agree to accept a third party's decision which will solve the disagreement issues. See p.112 for more information on solving disputes

#### NEW QUESTION # 79

Which of the following are features of a partnership sourcing relationship compared with a traditional adversarial relationship? Select TWO that apply.

- A. Emphasis on short-term relationship
- B. Emphasis on quality with zero defects
- C. Emphasis on long-term relationship
- D. Emphasis on the lowest price
- E. Emphasis on inspection of incoming supplies

**Answer: B,C**

Explanation:

Partnerships emphasize mutual goals such as quality improvement and long-term collaboration, contrasting with adversarial relationships that focus on cost and short-term gains.

#### NEW QUESTION # 80

Harry runs a hotel and has recently decided to contract an external supplier to provide the cleaning of the rooms. What is a disadvantage of doing this?

- A. The supplier will not perform as well as an internal team
- B. This will be more expensive than providing the service in house
- C. This allows staff to focus on other areas
- D. There is dependency on the supplier, which increases risk

**Answer: D**

Explanation:

Using an external supplier always comes with increased risk, as you become dependant upon them, and have less control over their performance (compared to an in-house team). In this example Harry will have the increased risk that the contract cleaners turn up late to their shifts, or don't do a good job. However, there is no reason to believe that the supplier will not perform as well as an internal team- we don't have enough information from the Question: for this to be true. What is true is the RISK is greater. The other answers are incorrect; the Question: doesn't indicate whether outsourcing the cleaning will be more or less expensive for Harry.

Allowing staff to focus on other areas is an advantage not a disadvantage. See p.4 for more information on 'External Suppliers'

### NEW QUESTION # 81

Sandra is a buyer for a large supermarket and has been increasing unhappy with the performance of a long-term supplier of bananas. Over time the deliveries have become unreliable and this has had impacts on the supermarket's profitability. What should Sandra do first?

- A. Develop an exit strategy
- B. Give written notice to the supplier of plans to terminate
- C. Review the market and look for an alternative supplier
- D. **Obtain business approval to terminate the contract**

**Answer: D**

Explanation:

The first step is to obtain business approval to terminate. If Senior Management don't give approval, then the rest of the stages can't happen and Sandra will be stuck with her current banana supplier. There's a good diagram on p.109 detailing the steps to supplier termination.

### NEW QUESTION # 82

Which of the following are typical examples of partnering between companies? Select the TWO that apply.

- A. Sole trader
- B. Limited company
- C. **Joint venture**
- D. **Strategic alliance**
- E. Public limited company

**Answer: C,D**

Explanation:

Comprehensive and Detailed Explanation:

Joint ventures and strategic alliances are common forms of partnerships between companies:

\* **Joint Venture:** A business arrangement where two or more parties agree to pool their resources for a specific task, creating a new entity.

\* **Strategic Alliance:** An agreement between companies to pursue objectives while remaining independent organizations.

"Sole trader," "limited company," and "public limited company" refer to business structures, not partnership arrangements.

Reference:

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### NEW QUESTION # 83

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