

Best L4M6 Study Material - Sample L4M6 Questions Answers



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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The CIPS L4M6 Exam is structured in a way that enables candidates to demonstrate their understanding of the concepts and principles of supplier relationship management. L4M6 exam format includes multiple-choice questions, scenario-based questions, and short-answer questions. It is important that candidates have a good understanding of all the concepts covered in the exam, and are able to communicate their ideas effectively.

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CIPS L4M6 Certification Exam covers a wide range of topics related to supplier management, including the importance of effective supplier relationships, the various types of supplier relationships, supplier selection and evaluation processes, contract negotiation and management, and supplier performance measurement and improvement. L4M6 Exam also assesses candidates' knowledge of ethical and sustainable procurement practices, as well as their ability to identify and mitigate supplier risks.

CIPS Supplier Relationships Sample Questions (Q172-Q177):

NEW QUESTION # 172

Which of the following are possible drivers for partnership sourcing? Select THREE.

- A. The need to improve performance to satisfy the end customer
To increase production costs and lead-times
- B. The marketplace has become more volatile
- C. Working together will create synergies
- D. The protection of intellectual property rights

Answer: A,B,C

Explanation:

The correct answers are; The marketplace has become more volatile, Working together will create synergies and The need to improve performance to satisfy the end customer. Further Drivers of Partnership Sourcing can be found on p.127. The other answers are incorrect as entering a partnership won't protect intellectual property rights- in fact that's one of the big risks of entering into a partnership. Partnerships won't increase costs and lead-times, they're likely to decrease them.

NEW QUESTION # 173

A company has just hired a new cleaning firm to clean their offices. The specification for the clean was detailed in an appendix in the contract and included a list of pre-approved products that the cleaning firm should use. The cleaners that were sent to site had not read the contract and therefore did not use the appropriate products. What is the reason for the failure of this?

- A. Communication overload
- B. Distortion of the facts
- C. Miscommunication
- D. Poor communication

Answer: D

Explanation:

This is an example of poor-communication. The information was not passed from the person who signed the contract to the staff on site who were to do the cleaning. See p.158 on communication issues.

NEW QUESTION # 174

Which of the following are considered part of the '5 Rights of Procurement'? Select THREE.

- A. cost
- B. time
- C. quality
- D. place
- E. focus

Answer: B,C,D

Explanation:

The 5 Rights of procurement are; place, quality, quantity, time, price. (Price and Cost are not the same thing). See p.38

NEW QUESTION # 175

A competitor develops an alternative type of vacuum cleaner to one produced by your organization. Is this an example of the threat of substitutes, one of the five forces of competition described by competitive forces theory?

- A. Yes, there are no barriers to entry, it is an oligopoly
- B. No, it is a threat from a new entrant to the market
- **C. Yes, customers may switch to alternative products**
- D. No, it does not serve the same purpose

Answer: C

Explanation:

Substitute products pose a competitive threat by offering alternative solutions to customers, potentially eroding market share. Effective differentiation and customer retention strategies are essential.

NEW QUESTION # 176

A partnership relationship can be described as any relationship between a buyer and supplier where there is a good level of communication and both parties are happy with each other's performance. Is this statement TRUE?

- A. Yes- partnerships are characterised by strong relationships
- B. Yes- partnerships are the only relationship type where both parties are happy with each other's performance
- C. No- only strategic relationships involve good levels of communication
- **D. No- good levels of communication can exist in other types of relationships**

Answer: D

Explanation:

The correct answer is 'No- good levels of communication can exist in other types of relationships'. The study guide makes a point that not all good buyer: supplier relationships are partnerships. In fact 70% on supplier relationships will not be partnerships (according to Lambert who is quoted on p.131)

NEW QUESTION # 177

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