

CIPS L4M6 Valid Test Papers & Pass L4M6 Test Guide



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CIPS L4M6 certification exam is an advanced level certification exam that focuses on the key concepts and principles of supplier relationships. L4M6 exam is designed for procurement professionals who want to enhance their skills and knowledge in managing supplier relationships effectively. L4M6 exam covers a wide range of topics related to supplier management, including contract management, supplier performance management, and supplier risk management.

By passing the CIPS L4M6 Certification Exam, professionals can demonstrate their expertise in managing supplier relationships, which can enhance their career prospects and open up new opportunities for advancement. In addition, the certification can help organizations to identify and recruit skilled professionals who can contribute to their procurement and supply chain management functions.

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100% Pass Quiz 2026 L4M6: CIPS Supplier Relationships – Valid Valid Test Papers

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CIPS L4M6 (CIPS Supplier Relationships) certification exam is an important professional milestone for anyone who wants to establish their expertise in supplier management. L4M6 exam is designed to validate the skills and knowledge necessary to develop and maintain effective vendor relationships that benefit both the organization and the supplier. Achieving this certification shows that an individual understands the significance of supplier management, and is able to implement best practices to sustain successful collaborations.

CIPS Supplier Relationships Sample Questions (Q57-Q62):

NEW QUESTION # 57

The procurement department is sourcing new uniforms for its housekeeping team. Although the housekeeping team in itself doesn't hold a lot of power within the business, they have a high interest in the activity as it will be them who is wearing the items. When designing the specification, how should the procurement department manage the housekeeping team?

- A. Keep them satisfied- they will be wearing the uniform so need to be happy with it
- **B. Keep them informed- it's important the housekeeping team know what's going on at each stage of the procurement**
- C. Minimal effort is required as they do not hold a lot of power in the business.
- D. Manage them closely- they're key players in this procurement activity

Answer: B

Explanation:

The housekeeping team have low power and high interest. According to Mendelow's stakeholder matrix, this puts them in the bottom right corner which is 'keep informed'. See p.81 for more information

NEW QUESTION # 58

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

Answer: A

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 # 59

A partnership between a software development company and a software supplier has recently been created. In order for the partnership to be successful, what is a critical action to take in the early stages of their relationship?

- A. Complete audits on the performance of both parties
- **B. Define the standards both parties are expected to meet**
- C. Promote the new partnership
- D. Look at costing models

Answer: B

Explanation:

Defining standards ensures clear expectations and provides a foundation for accountability and alignment, which are critical for the success of any partnership.

NEW QUESTION # 60

Lion Manufacturing is about to enter into a partnership with Penguin Logistics, who will provide delivery to and from Lion Manufacturing's factories and warehouses. In this relationship, what type of negotiation strategy should Lion manufacturing use?

- **A. win: win**
- B. lose: lose
- C. win: lose with the buyer winning
- D. win: lose with the supplier winning

Answer: A

Explanation:

partnerships are always win: win p.7

NEW QUESTION # 61

Janet runs a factory which produces 1 million bread rolls every day. It requires a large amount of flour, and for this to be delivered regularly- in time with manufacturing operations. There are very few suppliers in the market place that can deliver the quality of flour Janet requires in the quantities required. Janet has just established a contract with Friendly Flour Limited - what type of supplier is Friendly Flour Limited to Janet?

- A. routine
- B. bottleneck
- C. leverage
- D. strategic

Answer: D

Explanation:

Friendly Flour Ltd is a strategic supplier; this is a critical supplier, responsible for core products. They represent a high risk impact and a high cost impact. This is the top-right hand corner of the Kraljic matrix.

There are lots of questions on Kraljic in the exam - do revise this topic and ensure you understand each of the four quadrants of the matrix (see p.20)

NEW QUESTION # 62

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