

L4M6 Exam Study Guide, L4M6 Reliable Test Blueprint



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Successful completion of the CIPS L4M6 Certification Exam demonstrates that an individual has the necessary knowledge and skills to effectively manage supplier relationships and drive value for their organization. CIPS Supplier Relationships certification is recognized globally and can lead to increased job opportunities, higher salaries, and greater professional recognition.

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In order to pass the CIPS L4M6 exam, candidates must demonstrate an in-depth understanding of key concepts, theories, and practices related to supplier relationships. This includes a thorough understanding of how to manage supplier performance, negotiate contracts, mitigate supplier risks, and develop suppliers to ensure that they meet the needs of the organization. In addition, candidates must also demonstrate their ability to apply this knowledge to real-world scenarios and make strategic decisions that will improve supplier relationships and contribute to organizational success.

CIPS L4M6 Certification Exam covers a range of topics, including supplier selection and evaluation, contract management, performance measurement, and risk management. It is intended for professionals who are responsible for managing supplier relationships at all levels, from operational to strategic. L4M6 exam is designed to test both theoretical knowledge and practical skills, so candidates are required to demonstrate their ability to apply concepts in real-world scenarios.

CIPS Supplier Relationships Sample Questions (Q72-Q77):

NEW QUESTION # 72

The purpose of supplier pre-qualification is to identify suppliers that have the financial stability to assist in continuous supply. Is this statement TRUE?

- A. No, financial stability can be determined by accountants only
- B. No, the most important aspect of determining supplier suitability is by trial orders
- C. Yes, because profitability ratios are always used to determine the most suitable potential supplier
- **D. Yes, although the sustainability of supply should be determined by considering other factors**

Answer: D

Explanation:

Supplier pre-qualification is used to assess the suitability, capacity, and stability of suppliers before awarding contracts. While financial stability is important, CIPS emphasizes that it is not the only factor. Other considerations include technical capability, quality assurance, compliance with legislation, and sustainability of supply. Profitability ratios alone cannot determine suitability.

NEW QUESTION # 73

A large construction group has a critical contract with a brick supplier. This represents high-value spend, and the contract has a five-year duration. What type of commercial relationship would be the most appropriate?

- **A. Partnership**
- B. Outsourcing
- C. Closer Tactical
- D. Transactional

Answer: A

Explanation:

Given the criticality and high value of the contract, a partnership is most suitable. This allows for long-term collaboration, mutual investment, and risk sharing to achieve strategic goals.

NEW QUESTION # 74

A low level of trust between parties can often lead to partnership relationships being unsuccessful and failing.

Which of the following supports the protection of commercially sensitive information between both parties and can help to retain trust?

- A. A business continuity plan
- B. An authorised business case
- **C. A non-disclosure agreement**
- D. Early supplier involvement

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

A Non-Disclosure Agreement (NDA) is a legal contract that establishes a confidential relationship between parties. It ensures that

any sensitive information shared during the course of a partnership is not disclosed to unauthorized parties. Implementing an NDA fosters trust by providing assurance that proprietary information, trade secrets, and other confidential data are protected. This is particularly crucial in partnerships where open communication and information sharing are essential for success.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 75

A company is relocating its manufacturing base to a low-cost country and is considering a partnership with a local supplier for its key components rather than a tender process. Although there are some concerns regarding confidentiality and component competitiveness, the procurement director is recommending a partnership strategy to the board of directors. The recommendation is based on a range of advantages including, but not limited to, gaining local market knowledge. Is this a valid recommendation?

- A. No, because confidentiality risk will be higher in a partnership
- B. No, local market knowledge is guaranteed in a tender process
- C. Yes, as intellectual property costs will be lower in a partnership
- **D. Yes, as investment costs can be shared in a partnership**

Answer: D

Explanation:

Partnerships provide access to local market knowledge, enable shared investments, and mitigate risks associated with relocation. These advantages outweigh concerns that can be managed through strong contracts and confidentiality agreements.

NEW QUESTION # 76

Which of the following are considered value-adding primary activities?

- * Inbound logistics
- * Firm infrastructure
- * Technology development
- * Marketing and sales

- A. 1 and 2 only
- B. 3 and 4 only
- **C. 1 and 4 only**
- D. 2 and 4 only

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

In Michael Porter's Value Chain model, primary activities are those that are directly involved in the creation and delivery of a product or service. These include:

- * Inbound Logistics: Activities related to receiving, storing, and distributing inputs internally.
- * Operations: Transforming inputs into the final product.
- * Outbound Logistics: Distributing the final product to customers.
- * Marketing and Sales: Activities that inform buyers about products and services, induce buyers to purchase them, and facilitate their purchase.
- * Service: Activities that maintain and enhance the product's value, such as customer support and repair services.

Firm infrastructure and technology development are considered support activities, as they assist the primary activities in helping the organization achieve its competitive advantage.

Reference:

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NEW QUESTION # 77

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