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CIPS L4M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> The core business fundamentals as a provider and the achievement of added value objectives Understand the dynamics of relations with supply chains
Topic 2	<ul style="list-style-type: none"> Understand processes and procedures for successful working with stakeholders Identify main job-related activities for successful working
Topic 3	<ul style="list-style-type: none"> Analyse the purpose of organisational structures and processes in working goods and services The role between organisations in supply networks
Topic 4	<ul style="list-style-type: none"> Identifies to identify history, support and purchase positioning Describe identification, alteration and relation
Topic 5	<ul style="list-style-type: none"> Compare the specific characteristics of transaction management Compare the sources of added value that can be achieved through supply chain production steps

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not confidence to sail through your exam, here I will recommend the most excellent reference materials for you. The latest LAM6 Certification Training dumps that can pass your exam in a short period of studying have appeared. The dumps are provided by ExamDiscuss.

In order to pass the CIPS LAM6 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 Supplier Relationships Sample Questions (Q15-Q20):

NEW QUESTION # 15

Which of the following characteristics would appear in the Supplier Preferencing Model when a buyer has a high spend with a supplier? Select TWO that apply.

- A. Development
- **B. Exploitable**
- **C. Core**
- D. Nuisance
- E. Tactical

Answer: B,C

Explanation:

In the Supplier Preferencing Model:

* Core: A buyer with high spend and high attractiveness is viewed as critical by the supplier, encouraging strategic collaboration.

* Exploitable: Where buyer spend is high but power is lower, suppliers may exploit the situation by raising prices or setting unfavorable terms.

These are the two scenarios associated with high spend buyers.

NEW QUESTION # 16

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

Answer: C

Explanation:

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

NEW QUESTION # 17

Which of the following documents can be used at the selection stage of a tender process to ensure that short listed bidders meet the requirements of the buying organisation? Select TWO.

- **A. Request for Information**
- B. Request for Quotation

- C. Invitation to Tender
- D. Pre-Qualification Questionnaire

Answer: A,D

Explanation:

Request for Information and Pre-Qualification Questionnaire can be used for short-listing suppliers. Request for Quotation is used when the only variable is price and you would like suppliers to submit a price for you.

Invitation to Tender would be the next stage after RFI / PPQ- this is sent out to those suppliers who have passed selection, and details the second stage of the competition. See p.75 for more details.

NEW QUESTION # 18

Which of the following are not stages of team development? Select TWO.

- A. Accepting
- B. Mourning
- C. Achieving
- D. Adjourning
- E. Forming

Answer: A,C

Explanation:

This question is very, very similar to a real exam question and is a really mean one. The CIPS study guide describes stages of team development as forming, storming, norming and performing. Of those listed in the book only forming is listed above. What the textbook fails to tell you is that some people add on two additional stages to this model which are mourning and adjourning. I strongly recommend doing some further reading on this (it's called the Tuckman Group Development Model) as it comes up a lot in the exam and the study guide doesn't really go into enough detail.

NEW QUESTION # 19

A supplier is working with a buyer who represents a large percentage of his business. Without this particular buyer, the supplier would likely go out of business. There has been a dispute in the last invoice which the buyer is not happy about. What technique should the supplier use when talking to the buyer about this?

- A. Accepting - the supplier should accept that conflict should sometimes occur in buyer: supplier relationships and work hard to avoid them
- B. Avoiding- the supplier should avoid talking with the buyer as this may result in conflict
- C. Accommodating- the supplier should show a large degree of co-cooperativeness as the buyer is important to their survival
- D. Competing- the supplier needs to earn more money as they are struggling financially

Answer: C

Explanation:

The correct answer is 'accommodating'. This Question: is based on the Thomas-Kilmann Conflict model on p.87. This comes up quite a bit in the exam. It is comprised of 5 techniques for dealing with conflict; competing, collaborating, compromising, avoiding and accommodating. In this instance, the supplier should have a high degree of co-cooperativeness and a low degree of assertiveness as the long-term relationship is very important- more important than the outcome of the disputed invoice.

NEW QUESTION # 20

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However, you should keep in mind to pass the CIPS Supplier Relationships (L4M6) certification exam is not an easy task. It is a challenging job. If you want to pass the L4M6 exam then you have to put in some extra effort, time, and investment then you will be confident to pass the CIPS Supplier Relationships (L4M6) exam. With the complete and comprehensive CIPS Supplier Relationships (L4M6) exam dumps preparation you can pass the CIPS Supplier Relationships (L4M6) exam with good scores. The ExamDiscuss L4M6 Questions can be helpful in this regard. You must try this.

