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CIPS L4M6 exam covers a range of topics related to managing supplier relationships, including understanding supplier performance, developing supplier improvement plans, managing supplier risk, and implementing supplier governance. These topics are essential for procurement professionals who work with suppliers to ensure that their organization meets its strategic goals and objectives. L4M6 exam is designed to equip procurement professionals with the knowledge and skills needed to manage supplier relationships effectively.

CIPS L4M6 (CIPS Supplier Relationships) Certification Exam is an internationally recognized certification that is designed to equip procurement professionals with the knowledge and skills necessary to manage supplier relationships effectively. CIPS Supplier Relationships certification is targeted at professionals who are responsible for managing supplier relationships and those who are involved in the procurement process.

>> **L4M6 New Real Exam** <<

## 2026 L4M6 New Real Exam Pass Certify | Pass-Sure L4M6 Detailed Answers: CIPS Supplier Relationships

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### CIPS Supplier Relationships Sample Questions (Q251-Q256):

#### NEW QUESTION # 251

Significant differences in corporate cultures can lead to the failure of a partnership relationship between two organisations. Is this statement correct?

- A. No, it is easy to change corporate culture so the two organisations will align quickly
- **B. Yes, the compatibility of cultures should be considered at the outset**
- C. Yes, in a partnership the organisations merge, so the cultures must be the same
- D. No, the organisations can continue to operate separately so this is not an issue

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation:

Cultural compatibility is crucial in partnership relationships. Differences in corporate culture can lead to misunderstandings, misaligned objectives, and conflicts, ultimately jeopardizing the partnership's success.

Therefore, assessing cultural compatibility at the outset is essential.

Reference:

CIPS LAM6 Study Guide

#### **NEW QUESTION # 252**

An amicable style approach to ending a buyer-supplier relationship would be most appropriate in which of the following circumstances?

- \* Where the potential pool of alternative suppliers is small
- \* Where the buyer has to continue working with the supplier during the termination period
- \* Where the buyer has adopted an arm's-length relationship throughout the contract
- \* Where a material breach of the contract has been committed leading to the termination

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

**Answer: D**

Explanation:

An amicable termination approach focuses on maintaining goodwill and professionalism when ending a contract. According to CIPS guidance, it is most appropriate in situations where:

- \* The pool of alternative suppliers is small (1): Maintaining good relations is important to preserve future sourcing options. Burning bridges could reduce available suppliers in the future.
- \* The buyer must continue working with the supplier during the notice/termination period (2): An amicable approach ensures cooperation during transition and avoids disruption to operations.

By contrast:

- \* Arm's-length relationships (3) are transactional and generally require less concern about relationship preservation.
- \* Material breaches (4) usually justify a firmer legal termination approach, rather than amicable negotiation.

Thus, the correct circumstances for an amicable style termination are 1 and 2.

#### **NEW QUESTION # 253**

Beyond Say is a manufacturer of diamond rings.

It sources a lot of different parts to create its products including diamonds, gold, cardboard boxes for the rings to go in, as well as stationary and copier paper for the offices.

Although it doesn't buy many diamonds, these represent a large part of Beyond Say's spend.

Which category of spend would diamonds represent?

- A. Routine Spend
- B. It isn't possible to tell
- C. Operational Spend
- **D. Strategic Spend**

**Answer: D**

Explanation:

This is category 'A' spend in the ABC model - they represent a large value and a small number of purchases / suppliers. See p.17 for more information on the ABC Analysis

#### **NEW QUESTION # 254**

A large office orders weekly from a stationery supplier. The items are low-cost, and if the delivery is a day late, it does not affect the

running of the office. Where would this supplier be positioned in a supplier matrix?

- A. Routine
- B. Leverage
- C. Critical
- D. Bottleneck

**Answer: A**

Explanation:

Routine suppliers provide low-value, low-risk items with minimal operational impact. These suppliers are managed with minimal engagement or oversight in a cost-effective manner.

#### NEW QUESTION # 255

A university is working with a software company to develop a new research software package. What consideration would be particularly important before terminating the relationship?

- A. Financial rights
- B. Security rights
- C. Employment rights
- D. Intellectual property rights

**Answer: D**

Explanation:

When jointly developing software, intellectual property (IP) rights are a critical consideration. CIPS stresses that procurement professionals must clarify:

- \* Ownership of developed IP
- \* Rights to use, modify, or commercialise the software
- \* Licensing arrangements after contract termination

Before terminating the relationship, the university must ensure it retains the necessary IP rights to continue using or developing the software, or it may lose access to a key asset.

Security, employment, and financial rights are relevant but secondary compared to IP ownership in a collaborative software development arrangement.

L4M6 Reference:

- \* Learning Outcome 4: Understand legal and contractual aspects of supplier relationships
- \* Topic: Intellectual property in collaborative relationships
- \* CIPS L4M6 Study Guide - Contractual considerations and IP protection

#### NEW QUESTION # 256

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An updated CIPS L4M6 study material is essential for the best preparation for the CIPS L4M6 exam and subsequently passing the CIPS L4M6 test. Students may find study resources on many websites, but they are likely to be outdated. BraindumpStudy resolved this issue by providing updated and real L4M6 PDF Questions.

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