

L4M6시험패스가능한인증덤프 - L4M6인기자격증덤프 문제



PassTIP L4M6 최신 PDF 버전 시험 문제집을 무료로 Google Drive에서 다운로드하세요: https://drive.google.com/open?id=1pwsuiS4Lgfj_j1x4c0-QlsyBR_pruSkG

인재가 넘치는 IT업계에서 자기의 자리를 지켜나가려면 학력보다 능력이 더욱 중요합니다. 고객님의 능력을 증명해주는 수단은 국제적으로 승인받은 IT인증자격증이 아니겠습니까? CIPS인증 L4M6시험이 어렵다고 하여 두려워하지 마세요. IT자격증을 취득하려는 분들의 곁에는 PassTIP가 있습니다. PassTIP의 CIPS인증 L4M6시험준비를 하고 시험패스하여 자격증을 취득하세요. 국제승인 자격증이라 고객님의 경쟁력을 업그레이드 시켜드립니다.

CIPS L4M6 시험은 공급자 관계에 관련된 다양한 주제를 다룹니다. 효과적인 공급자 관계 개발과 유지의 중요성을 이해하는 것과, 주요 공급자의 위험과 기회를 파악하고, 공급자 성과를 향상시키기 위한 전략을 구현하는 것을 포함합니다. 시험은 또한 공급망 전문가가 공급자 관계를 관리하는 데 있어서의 역할을 탐구하며, 효과적인 커뮤니케이션, 협상 및 갈등 해결에 대한 내용도 포함됩니다.

>> L4M6시험패스 가능한 인증덤프 <<

L4M6인기자격증 덤프문제, L4M6최고덤프샘플

여러분은 먼저 우리 PassTIP사이트에서 제공되는 CIPS인증 L4M6시험덤프의 일부분인 데모를 다운받으셔서 체험해보세요. PassTIP는 여러분이 한번에 CIPS인증 L4M6시험을 패스하도록 하겠습니다. 만약 CIPS인증 L4M6시험에서

떨어지셨다고 하면 우리는 덤프비용전액 환불입니다.

최신 CIPS Level 4 Diploma in Procurement and Supply L4M6 무료샘플문제 (Q47-Q52):

질문 # 47

A hospital located in a remote area experiences difficulties in attracting staff and regularly uses a staffing agency. Human resourcing is critical due to patient safety risks. The agency has been categorised as a strategic supplier. Which sourcing relationship should be adopted?

- A. Partnership sourcing
- B. Tactical sourcing
- C. Transactional sourcing
- D. Competitive sourcing

정답: A

설명:

Strategic suppliers are those that are critical to business continuity and risk management. CIPS states that such suppliers require:

- * Long-term commitment
- * High levels of trust
- * Joint planning and collaboration

Given the impact on patient safety and service continuity, a partnership sourcing relationship is appropriate, enabling shared responsibility, performance management, and continuous improvement.

Transactional or competitive sourcing would not provide the stability required.

L4M6 Reference:

- * Learning Outcome 3: Understand supplier relationship strategies
- * Topic: Strategic suppliers and partnerships
- * CIPS L4M6 Study Guide - Supplier segmentation and SRM

질문 # 48

Which of the following are typical drivers for a partnership between the buyer and the supplier? Select the THREE that apply.

- A. The product is critical for the buyer
- B. The product is a commodity
- C. The buyer has a high spend with the supplier
- D. The supplier provides the product to a buyer's competitor
- E. The product is technically complex
- F. There are many suppliers in the market

정답: A,C,E

설명:

Comprehensive and Detailed Explanation:

Partnerships between buyers and suppliers are often driven by:

- * High Spend: Significant expenditure justifies the investment in developing a closer relationship to achieve cost savings and efficiencies.
- * Critical Products: Items that are essential to the buyer's operations necessitate a reliable and collaborative supplier relationship.
- * Technical Complexity: Complex products benefit from joint development efforts, shared expertise, and coordinated problem-solving.

Conversely, commodities and markets with many suppliers typically lend themselves to transactional relationships rather than partnerships.

Reference:

CIPS L4M6 Study Guide

질문 # 49

Which of the following is a stage in the relationship lifecycle?

- A. Graduation
- B. Decline
- C. Testing
- **D. Measuring**

정답: D

설명:

Comprehensive and Detailed Explanation:

The supplier relationship lifecycle comprises several stages that outline the progression of the buyer-supplier relationship. One of these stages is Measuring, which involves assessing the supplier's performance against agreed-upon metrics and key performance indicators (KPIs). This stage is crucial for ensuring that the supplier meets the organization's expectations and for identifying areas for improvement.

Reference:

"The stages of the relationship life cycle include: Onboarding, Qualification, Segmentation and risk management, Performance management (Measuring), Development and innovation, and Phase-out."- CIPS L4M6 Study Guide

질문 # 50

The Queen Victoria is a traditional British pub which serves a range of alcoholic beverages. It has a partnership relationship with a local brewery which supplies several types of beer and cider. Logistics is a key concern for the Queen Victoria as deliveries must be made when there is room in the cellar to store the barrels of beer and cider. In what ways could the logistics risk be reduced?

- A. Batch ordering
- **B. Sharing up-to-date information**
- C. Issuing POs electronically.
- D. Using several suppliers instead of one

정답: B

설명:

The logistics risk can be reduced by 'Sharing up-to-date information'. If the Pub tells the supplier when it's running low, they can then time the deliveries more accurately.

P. 136. A lot of the questions on the

'Partnerships' chapters of the book are common-sense questions like this. It involves reading the question and using logic, rather than relying on your knowledge of procurement. If you found this question easy - that's a good sign for the exam.

질문 # 51

Which of the following relationship types would you consider using for a Main Contractor on a building construction project, who will be responsible for co-ordinating the activities of other suppliers?

- A. co-destiny
- **B. closer tactical**
- C. transactional
- D. partnership

정답: B

설명:

in tiered supply chains, a closer-tactical relationship could be used between a buyer and a supplier who will be responsible for co-ordinating the activities of other suppliers (p.8 of the textbook).

질문 # 52

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