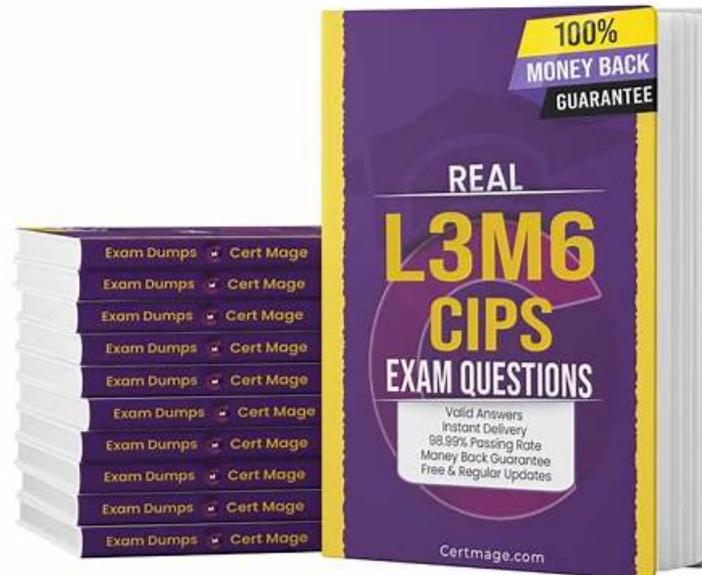


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CIPS L4M6 Exam covers a range of topics related to supplier relationship management, including the principles of effective supplier management, the importance of communication and negotiation skills, developing and maintaining strategic supplier relationships, and managing supplier performance. Successful completion of L4M6 exam demonstrates a candidate's ability to manage supplier

relationships effectively, which is a critical component of any successful procurement and supply chain operation. Furthermore, candidates who pass the exam will gain a thorough understanding of the best practices in supplier relationship management, enabling them to improve their organization's procurement and supply chain operations.

CIPS Supplier Relationships Sample Questions (Q17-Q22):

NEW QUESTION # 17

A vehicle company has a partnering relationship with the manufacturer of its engines. The manufacturer is considered a key partner and is already involved in product development at the vehicle company in several strategic projects. The car company and engine manufacturer have integrated systems for a just-in-time (JIT) delivery. Is this an example of a significant integration partnership?

- A. No, it is an example of a less time-intensive partnership
- B. Yes, as this is an example of a target costing approach
- C. No, as there is a short-term focus on the relationship
- **D. Yes, because it includes elements of joint product development**

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

The described relationship includes:

* Joint Product Development: Collaborative involvement in strategic projects indicates a deep partnership.

* Integrated Systems: JIT delivery systems require synchronized operations, reflecting significant integration.

These elements are hallmarks of a significant integration partnership.

Reference:

"Strategic Supply Chain Partnership"-ResearchGate: Strategic Supply Chain Partnership

NEW QUESTION # 18

Which of the following is not a type of tender process used in the Public Sector?

- **A. Unrestricted**
- B. Competitive Dialogue
- C. Competitive Procedure with Negotiation
- D. Restricted

Answer: A

Explanation:

Unrestricted is not a type of tender. The 5 types are; open, restricted, competitive with negotiation, competitive dialogue and innovative partnership (though this last one is very rare in the public sector). The five types are explained in detail on p.77

NEW QUESTION # 19

Is it correct to suggest that the sole objective of partnership sourcing is to achieve the lowest acquisition cost?

- **A. No, because partnership sourcing considers 'lowest acquisition cost' together with aspects of supplier partnerships**
- B. Yes, because the concept of 'lowest acquisition cost' ignores the quoted price and focuses on long-term cost factors
- C. Yes, the concept of 'lowest acquisition cost' focuses on collaboration just like partnership sourcing does
- D. No, partnership sourcing is not applicable in one-off capital purchases where the concept of 'lowest acquisition cost' applies

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

Partnership sourcing is a strategic approach that emphasizes long-term collaboration between buyers and suppliers to achieve mutual benefits. While achieving a competitive acquisition cost is a component, it is not the sole objective. Partnership sourcing also focuses on:

* Quality Improvement: Ensuring that products or services meet or exceed quality standards.

* Innovation: Collaborating on new product development and process improvements.

* Risk Management: Sharing information to anticipate and mitigate risks.

* Supply Chain Efficiency: Streamlining processes to reduce lead times and inventory levels.

Therefore, while cost is important, partnership sourcing encompasses a broader range of objectives aimed at creating value for both parties.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 20

National Hospital Trust (NHT) has entered into a partnership relationship with a major facilities management provider. The two organizations have agreed on the approach to undertake regular reviews and audits. The audit approach will include which of the following?

- A. Lessons learned and continuous improvement
- B. Specification development and management
- C. Category management and supplier rationalization
- D. Macro and micro environmental analysis

Answer: A

Explanation:

Regular reviews focusing on lessons learned and continuous improvement ensure the partnership remains effective and aligned with objectives. This supports ongoing collaboration and operational excellence.

NEW QUESTION # 21

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

* Inbound logistics

* Firm infrastructure

* Technology development

* Marketing and sales

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

Answer: D

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:

CIPS L4M6 Study Guide

NEW QUESTION # 22

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