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CIPS Level 4 – Diploma in Procurement and Supply

Supplier Relationships [L4M6]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

L4M6 Sample Questions V5 Sept 2028

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CIPS Supplier Relationships Sample Questions (Q43-Q48):

NEW QUESTION # 43

Which of the following are examples of a collaborative partnering relationship? Select TWO that apply.

- A. Adversarial
- B. Co-destiny
- C. Arm's length
- D. Transactional
- E. Strategic alliance

Answer: B,E

Explanation:

Comprehensive and Detailed Explanation:

Collaborative partnering relationships are characterized by high levels of trust, mutual objectives, shared information, and long-term commitment. Among the options provided:

* Co-destiny: This represents the highest level of collaboration, where both parties' futures are closely linked, and decisions are made jointly for mutual benefit.

* Strategic alliance: This involves a formal agreement between organizations to pursue shared objectives while remaining independent entities.

These relationship types are positioned on the collaborative end of the relationship spectrum, emphasizing joint efforts and shared success.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 44

In the 1990s a company spent a lot of time and money developing a device that you could carry around that could play CDs. The product spent a long time in development but when it was released the sales figures were very disappointing. This was in part due to the fact another product was released at a similar time which had much more developed technology and could play music without the cumbersome size of a portable CD player. Which of the following did the company not consider when developing the product?

- A. threat of substitution
- B. power of buyers
- C. threat of new entrant
- D. rivalry among existing competitors

Answer: A

Explanation:

The portable CD player has been replaced with a substitute product. This threat wasn't considered by the company and this resulted in poor sales. There are many questions in the exam on Porter's 5 Forces - see p. 39

NEW QUESTION # 45

Value for money is often described at the 'three Es': economy, efficiency and effectiveness. However some people consider a 4th E which refers to the public sector. What is the fourth E?

- A. Ethics
- B. Environment
- C. Equity
- D. Equality

Answer: C

Explanation:

Equity is the fourth E- this means the extent to which the service is available. See p.65 for details on the 4 Es

NEW QUESTION # 46

In public sector procurement, tenders are advertised with CPV codes, which provide a reference to describe the product or service being tendered. What does CPV stand for?

- A. Clear Procurement Vocabulary
- B. Condensed Procurement Vocabulary
- C. Complete Procurement Vocabulary
- **D. Common Procurement Vocabulary**

Answer: D

Explanation:

CPV stands for Common Procurement Vocabulary. This is explained briefly on p.72 but it doesn't really go into much detail as to what CPVs are or how they work. CPVs are a string of numbers which refer to an object that is being procured. For example the CPV for Fire Doors is 44221220. When a Tender gets advertised for Fire Doors, it will have this CPV code on, and any suppliers who provide fire doors will get a notification if they have this CPV code on their profile. It's basically a code that links suppliers with tender opportunities.

NEW QUESTION # 47

Stephen Jones is assessing the relationships he has with his supplier base. Which of the following would be drivers for Stephen to adopt a partnership relationship with a supplier?

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

Answer: C

Explanation:

High expenditure levels and the complexity of requirements justify partnership sourcing, as it allows for collaborative problem-solving, innovation, and cost-efficiency. CIPS emphasizes that partnerships are ideal when requirements are complex and require expertise from the supplier.

NEW QUESTION # 48

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