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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 L4M6 (CIPS Supplier Relationships) exam is designed to assess the knowledge and skills of procurement professionals in managing supplier relationships. L4M6 exam is part of the Chartered Institute of Procurement and Supply (CIPS) Level 4 Diploma in Procurement and Supply, which is an internationally recognized qualification for procurement professionals. The L4M6 exam covers a range of topics related to supplier relationship management, including the identification and selection of suppliers, contract negotiation, performance management, and supplier development.

The CIPS Supplier Relationships certification exam is intended for procurement and supply chain professionals seeking to enhance their skills and knowledge in managing supplier relationships. These professionals may include procurement managers, supply chain managers, category managers, and purchasing professionals. L4M6 Exam is designed to assess the candidates' understanding of the key concepts and principles of supplier relationship management and their ability to apply them in real-world scenarios.

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CIPS Supplier Relationships Sample Questions (Q15-Q20):

NEW QUESTION # 15

Which one of the following is an advantage of early supplier involvement?

- A. No need for supplier non-disclosure agreements
- B. Large investment in supplier communications
- C. Supplier is responsible for all intellectual property risks
- **D. Understanding of supplier capabilities**

Answer: D

Explanation:

Early supplier involvement highlights supplier strengths and capabilities, enabling collaborative development. This supports innovation and optimizes the procurement process.

NEW QUESTION # 16

Effective cost modelling involves which of the following?

- * Data gathering
 - * Analysis of facts
 - * Supplier negotiation
 - * Issuing a request for quotation
- A. 1 and 3 only
 - B. 2 and 4 only
 - **C. 1 and 2 only**
 - D. 2 and 3 only

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

Effective cost modelling is a process that helps in understanding the cost structure of a product or service. It involves:

* Data gathering:Collecting relevant data related to materials, labor, overheads, and other cost drivers.

* Analysis of facts:Evaluating the collected data to understand cost behaviors and identify areas for cost reduction.

Supplier negotiation and issuing a request for quotation are subsequent steps that may utilize the insights gained from cost modelling but are not part of the modelling process itself.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 17

Debbie is a procurement manager at a small manufacturer company. She had a contract in place with a company that provides uniforms, but finds that she doesn't need to order much from them as the staff re-wear the same clothes to work. The contract has now expired. Should Debbie do a Competitive Tender to source a new contract?

- A. Yes- competitive tender is the only option to procure uniforms
- **B. No- the contract is not of significant value**
- C. Yes - the contract has now expired so she must do a new competitive tender
- D. No- Debbie should continue using the same supplier- it doesn't matter that the contract has expired.

Answer: B

Explanation:

The correct answer is 'no-the contract is not of significant value'. CIPS state that competitive tenders should only be used when 'the item or service is of significant value' p.73. Debbie could continue using the same supplier, but she should organise a contract extension or a new contract if she does.

NEW QUESTION # 18

Partnership sourcing is often considered a 'high-risk' strategy for a buyer. Which of the following is not a risk generally associated with partnership sourcing?

- A. Supplier may become complacent
- B. Single-sourcing may leave the buyer without a supply if the supplier goes into liquidation
- C. Sharing commercially sensitive data with another party
- **D. Reduced waste in the supply chain**

Answer: D

Explanation:

The correct answer is 'Reduced waste in the supply chain' - this is not a risk, this is a benefit P.134

NEW QUESTION # 19

A local council requires facilities management services for ten schools based in their region. This service is a high-spend, high-risk, critical contract. Which sourcing approach would be the most appropriate?

- A. Statement of source requirements
- **B. Competitive tendering**
- C. Direct negotiation
- D. Request for quotation

Answer: B

Explanation:

Competitive tendering is the most suitable approach for high-risk, high-value contracts as it ensures transparency, fairness, and the selection of the most capable supplier based on predefined criteria.

NEW QUESTION # 20

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