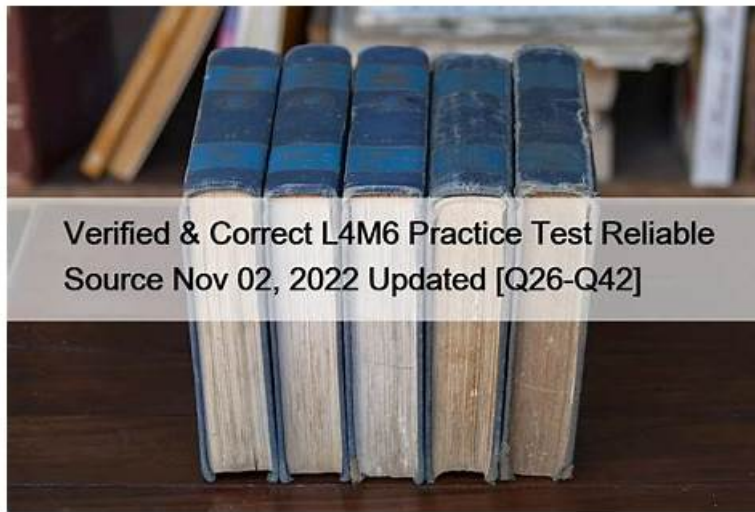


# Verified Reliable L4M6 Learning Materials & Leader in Qualification Exams & 100% Pass-Rate Latest L4M6 Dumps Ebook



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The CIPS L4M6 exam is divided into two parts, each containing multiple-choice questions. Part one focuses on the different types of supplier relationships and the strategies that can be used to manage them effectively. Part two examines the various methods of measuring supplier performance, how to identify and mitigate supplier risks, and the importance of communication in supplier relationships.

The CIPS L4M6 exam covers several areas, including supplier segmentation and selection, negotiation, performance management, contract management, and risk management. These topics are critical for effective supplier management, and require a comprehensive understanding of the supplier relationship lifecycle. Individuals who pass the CIPS L4M6 Exam demonstrate their ability to navigate the complex supplier ecosystem and develop coherent strategies to support their organization's goals. CIPS Supplier Relationships certification also validates that individuals are equipped to manage potential challenges in collaboration with suppliers, and maintain a healthy relationship throughout the supplier lifecycle.

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## Pass Guaranteed 2026 L4M6: The Best Reliable CIPS Supplier Relationships Learning Materials

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### CIPS Supplier Relationships Sample Questions (Q98-Q103):

NEW QUESTION # 98

Within a supplier's terms and conditions, they have a 'mutual termination for convenience' clause, which requires either party to provide 30 days' notice. Before the buyer signed the agreement, a procurement colleague recommended that the buyer should request this be amended to 90 days' notice. Was this amendment the correct thing to do?

- A. Yes, as the buyer will then be responsible for providing additional business to the supplier
- B. No, as this will guarantee a hostile end to the buyer-supplier relationship
- C. No, as this will be in breach of statutory contract law requirements
- **D. Yes, as this will allow the buyer enough time to mobilize a new contract**

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation:

Extending the notice period in a mutual termination for convenience clause provides the buyer with additional time to:

- \* Identify and engage alternative suppliers
- \* Ensure continuity of supply
- \* Mitigate risks associated with abrupt contract termination

This proactive approach aligns with best practices in contract management, allowing for smoother transitions and minimizing potential disruptions.

Reference:

CIPS L4M6 Study Guide

#### **NEW QUESTION # 99**

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

**Answer: B**

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 # 100**

In the Purchasing Portfolio Matrix, a leverage product is a product in a market where it is easy to switch suppliers and the quality is standardized. Is this TRUE or FALSE?

- **A. True, the product is in a supply market which is of low complexity and the product is of high importance**
- B. False, the product is in a supply market which is highly complex and the product is of low importance
- C. True, the product is in a supply market which is of low complexity and the product is of low importance
- D. False, the product is in a supply market which is highly complex and the product is of high importance

**Answer: A**

Explanation:

Leverage products are characterized by high spend and low complexity, giving buyers the ability to negotiate favorable terms due to supplier competition and standardization.

#### **NEW QUESTION # 101**

Danny is procuring a new IT software, which he doesn't know much about. He has done a bit of research on the internet but is still unsure how much he can expect to pay. What should be Danny's next step?

- A. Issue an OJEU

- B. Issue a RFQ
- **C. Issue a RFI**
- D. Issue an ITT

**Answer: C**

Explanation:

Danny should issue a RFI (Request for Information). His next step would be to find out more about the products available by asking suppliers for information- this will help him put a spec together before he goes out to tender. The other options mean; RFQ - request for quotation- when you ask suppliers to submit a price. ITT- Invitation to tender - a document you send out to suppliers which details all the information about the tender (this usually involves both price and quality components of assessment). OJEU- Official Journal of the European Union- where tenders for the Public Sector are published. For more info on RFI see p.74

### NEW QUESTION # 102

A hospital located in a remote area of the country experiences difficulties in attracting and recruiting staff. Therefore, the hospital regularly has to use temporary staff from a staffing agency. Human resourcing is critical, as a reduced workforce would result in patient safety issues and the cancellation of urgent appointments. The procurement team has categorised the staffing agency as a strategic supplier to the organisation. Which of the following sourcing relationships should the procurement team adopt with the agency?

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

**Answer: B**

Explanation:

CIPS defines strategic suppliers as those that are critical to organisational performance, continuity of service, and risk management.

In this scenario, the staffing agency directly impacts:

- \* Patient safety
- \* Operational continuity
- \* Service delivery

For strategic suppliers, CIPS recommends adopting a partnership sourcing relationship, characterised by:

- \* Long-term collaboration
- \* High levels of trust and communication
- \* Joint problem-solving and planning
- \* Shared responsibility for performance outcomes

Transactional, tactical, or competitive sourcing approaches focus on short-term cost and flexibility and are not appropriate where service failure could have severe consequences.

L4M6 Reference:

- \* Learning Outcome 3: Understand approaches to managing supplier relationships
- \* Topic: Strategic suppliers and partnership sourcing
- \* CIPS L4M6 Study Guide - Supplier segmentation and relationship strategies

### NEW QUESTION # 103

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