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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 2020

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CIPS L4M6 (CIPS Supplier Relationships) Certification Exam is a globally recognized certification program aimed at professionals working in procurement and supply chain management. CIPS Supplier Relationships certification exam provides an in-depth understanding of the critical role that supplier relationships play in achieving organizational success. CIPS Supplier Relationships certification is ideal for procurement professionals who want to enhance their knowledge and skills in managing supplier relationships, as well as those who want to develop a competitive edge in the industry.

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## CIPS Supplier Relationships Sample Questions (Q233-Q238):

### NEW QUESTION # 233

Varying levels of commitment is one reason why many partnerships fail. Why is this?

- A. Sufficient time and resources are put in
- B. One party doesn't fulfil their KPIs
- C. It can lead to a lack of trust
- D. Less profit is made.

**Answer: C**

Explanation:

The correct answer is 'It can lead to a lack of trust' - this is a quote from p.162. The other answers are all incorrect; in a partnership KPIs are joint between the parties- so there wouldn't be a situation where one party doesn't fulfil their KPIs. Commitment doesn't necessarily have a direct correlation with profit so that answer is incorrect. 'Sufficient time and resources are put in' is a positive thing, so can't be a reason who a partnership fails.

### NEW QUESTION # 234

What is the correct order of the stages of team development?

- A. Forming, storming, norming, performing
- B. Storming, forming, performing, norming
- C. Forming, norming, performing, storming
- D. Storming, forming, norming, performing

**Answer: A**

Explanation:

The correct answer is Forming, storming, norming, performing (p.91). Note; some people add on two additional stages to this; mourning and adjourning. The study guide forgets to mention this, but the exam may ask you about these additional stages. So I strongly recommend doing some further reading on this (it's called the Tuckman Group Development Model)

### NEW QUESTION # 235

How would a buyer measure value for money from a relationship with a new supplier for goods?

- A. Audit of how suppliers promise
- B. Lowest possible cost
- C. Balance of quality and cost
- D. Quality and volume of goods

**Answer: C**

Explanation:

Value for money is achieved through a balance of quality and cost, ensuring that the goods meet performance requirements while being cost-effective, as per procurement best practices.

### NEW QUESTION # 236

Rivalry between suppliers is more likely to be intense in which of the following situations?

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

**Answer: A**

Explanation:

Intense rivalry occurs when suppliers are equally balanced and face high barriers to exit, leading to aggressive competition to retain market share, as described in Porter's Five Forces model.

### NEW QUESTION # 237

Lee is a procurement manager at Real Pirates Ltd and he has a contract with Peg Leg Industries for the supply of fake, wooden legs for his team of Pirates. Real Pirates Ltd have been working with Peg Leg Industries for almost 10 years but recently Lee has discovered he will need to terminate the contract due to 'Contract Frustration'. What could be the reason for this?

- A. The supplier has leaked confidential information about Real Pirates Ltd to a competitor
- B. The supplier has committed a material breach
- C. The supplier has become insolvent
- D. An unexpected incident has occurred beyond anyone's control

Answer: D

Explanation:

The correct answer is 'An unexpected incident has occurred beyond anyone's control'. A good example of this would be the Covid-19 pandemic- neither the buyer nor supplier could have predicted this, and if this means that the contract can't be completed - then the contract can be terminated (in the UK at least). A way to avoid this would be to include a Force Majeur clause listing possible circumstances that could occur. When there's a Force Majeur clause, these eventualities are now classed as foreseen rather than unforeseen. See p.108

### NEW QUESTION # 238

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