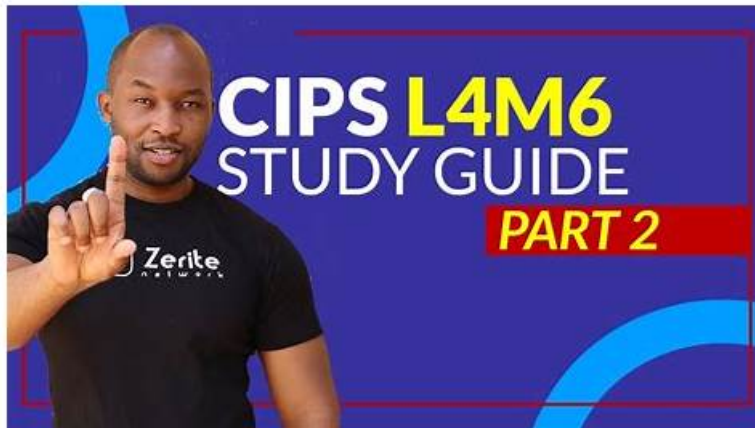


# Realistic Exam L4M6 Study Guide - Win Your CIPS Certificate with Top Score



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CIPS L4M6 Exam is suitable for procurement professionals who want to enhance their skills and knowledge in supplier relationship management. It is recommended for individuals who have completed the CIPS L4M4 exam, as it builds on the concepts covered in that exam. It is also suitable for individuals who are responsible for managing supplier relationships, such as procurement managers and supply chain professionals.

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## Pass Guaranteed Quiz Valid CIPS - L4M6 - Exam CIPS Supplier Relationships Study Guide

The CIPS Supplier Relationships (L4M6) questions are being offered in three easy-to-use and different formats. These formats are CIPS Dumps PDF, desktop-based CIPS L4M6 practice test software, and web-based L4M6 practice exam. All these three L4M6 Exam Dumps formats contain real, valid, and updated L4M6 exam questions that surely repeat in the upcoming L4M6 exam and you can easily pass the CIPS L4M6 exam on the first attempt.

CIPS L4M6 Certification Exam is an internationally recognized qualification that demonstrates a professional's ability to manage supplier relationships effectively. It is a valuable qualification for procurement and supply chain professionals who want to advance their careers in this field. CIPS Supplier Relationships certification is also beneficial for organizations that want to demonstrate their commitment to ethical and sustainable business practices.

CIPS L4M6 Exam covers various aspects of supplier relationships, including supplier selection, negotiation, contract management, and supplier performance management. It also covers the impact of supplier relationships on the overall procurement strategy, and how it can be aligned with the organization's strategic goals. L4M6 exam also tests the candidate's ability to evaluate supplier performance and develop strategies to improve it.

## CIPS Supplier Relationships Sample Questions (Q89-Q94):

### NEW QUESTION # 89

In the Purchasing Portfolio Matrix, a bottleneck product is one which is purchased in a small quantity but has the potential to halt production at a factory. Is this TRUE or FALSE?

- A. False, the product is in a supply market which is highly complex and is of high importance

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

**Answer: B**

Explanation:

In the Kraljic Purchasing Portfolio Matrix, bottleneck items are:

- \* Low value/low spend (low importance to profit impact).
- \* High supply risk (complex or limited supplier market).

Even though the spend is low, their absence can halt production because alternatives are limited. This makes them strategically significant despite their low financial importance.

### NEW QUESTION # 90

When overcoming stakeholder resistance in a procurement-led project, which of the following groups would have the highest level of influence on other stakeholders?

- \* Negative leaders
  - \* Silent opponents
  - \* Supporters
  - \* Promoters
- A. 2 and 3 only
  - B. 1 and 4 only
  - C. 3 and 4 only
  - D. 1 and 2 only

**Answer: B**

Explanation:

In stakeholder management, Negative leaders and Promoters possess high influence over others:

- \* Negative leaders: Individuals who oppose the project and can sway others against it due to their influence.
- \* Promoters: Advocates who support the project and can positively influence others.

Understanding these dynamics is crucial for effectively managing stakeholder resistance.

As highlighted in the CIPS study materials:

"Overcoming resistance- Promoters - They have a high influence on other stakeholders and support the project. They support and empower."

### NEW QUESTION # 91

A partnership between a software development company and a software supplier has recently been created. In order for the partnership to be successful, what is a critical action to take in the early stages of their relationship?

- A. Promote the new partnership
- B. Look at costing models
- C. Complete audits on the performance of both parties
- D. Define the standards both parties are expected to meet

**Answer: D**

Explanation:

Defining standards ensures clear expectations and provides a foundation for accountability and alignment, which are critical for the success of any partnership.

### NEW QUESTION # 92

When developing a supplier partnership, a buyer can take either a strategic or reactive approach. What would be a reason for a reactive approach?

- A. The buyer wishes to create a new product and requires input from a supplier
- B. You discover that the supplier has a high profit margin



