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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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The CIPS L4M6 Exam is structured in a way that enables candidates to demonstrate their understanding of the concepts and principles of supplier relationship management. L4M6 exam format includes multiple-choice questions, scenario-based questions, and short-answer questions. It is important that candidates have a good understanding of all the concepts covered in the exam, and are able to communicate their ideas effectively.

CIPS Supplier Relationships Sample Questions (Q31-Q36):

NEW QUESTION # 31

Which of the following are primary activities, according to Porter's Value Chain? Select THREE.

- A. Inbound Logistics
- B. Human Resources
- C. Marketing and Sales
- D. Operations
- E. Procurement

Answer: A,C,D

Explanation:

This Question: refers to

Porter's Value Chain (p.35). There's a couple of questions on this in the exam so try to learn it. Primary activities are; inbound logistics, operations, outbound logistics, marketing and sales, after sales- service

NEW QUESTION # 32

A garden centre has recently purchased some lollypop sticks to use as plant labels. The staff have written the name of the plant on the lollypop stick and put it next to the plant. This helps them identify which plant is which. However, after a couple of weeks, the lollypop sticks have become mouldy and the writing has faded. Staff are now struggling to identify their plants. The Manager of the garden centre is considering returning the lollypop sticks and asking for a full refund as they were not fit for purpose. Can the Manager do this?

- A. No- as this was not the lollypop sticks intended purpose
- B. No- the manager cannot prove that the product is faulty
- C. Yes- so long as the manager kept the receipt
- D. Yes- the lollypop sticks have gone mouldy- this is unacceptable

Answer: A

Explanation:

The correct answer is 'no- as this was not the lollypop sticks intended purpose'. When deciding if something is fit for purpose, you must consider its intended and common purpose. In this case it would be for making lollypops. As the garden centre is using them for something other than their intended purpose, they can't complain if it doesn't work. Fit for purpose is discussed on p.65 p.s. there's a Question: like this in the real exam - it's just not lollypop sticks ;)

NEW QUESTION # 33

Which of the following is an important step in partnership sourcing?

- A. Selling the idea to management
- B. Secretly formulating an exit strategy
- C. Ensuring the other party has as little margin as possible
- D. Imposing and enforcing unrealistic KPIs

Answer: A

Explanation:

For partnership sourcing to succeed, senior management buy-in is essential. Selling the idea internally ensures commitment of

resources, trust, and long-term strategy alignment. Options A and D undermine partnerships, while B contradicts the open and collaborative nature of partnership sourcing.

NEW QUESTION # 34

A buyer is seeking to set up an agreement for one year for the purchase of paper. They complete a tender exercise and supplier X wins the contract, and all other suppliers are told that they will not be needed for the next 12 months. Where would the buyer place supplier X on the relationship spectrum?

- A. Partnership
- **B. Single sourced**
- C. Transactional
- D. Arms length

Answer: B

Explanation:

Comprehensive and Detailed Explanation:

When a buyer selects a single supplier for a specific period, such as a one-year contract, and excludes other suppliers during this time, this is referred to as a single sourced relationship. This approach is often used to consolidate purchases, achieve economies of scale, and build a more streamlined procurement process for specific goods or services.

Reference:

"Single sourcing involves selecting one supplier for a particular item or service, often for a defined period, to streamline procurement and potentially achieve better terms." - CIPS L4M6 Study Guide

NEW QUESTION # 35

Products or services that are more suitable for partnership sourcing match which of the following criteria?

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

Answer: D

Explanation:

Partnership sourcing is suitable for products that contribute to the buying organization's unique selling point (USP) and for critical products on which key customers depend. This approach ensures strategic alignment and mutual benefits for both parties, focusing on collaboration rather than cost alone.

NEW QUESTION # 36

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