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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 Certification Exam is designed for professionals who are interested in enhancing their knowledge and skills in managing supplier relationships. L4M6 exam is part of the Level 4 program offered by the Chartered Institute of Procurement and Supply (CIPS), which is a globally recognized professional body for procurement and supply chain management.

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CIPS L4M6 (CIPS Supplier Relationships) Certification Exam is an internationally recognized certification designed for procurement and supply chain professionals who aim to excel in managing supplier relationships. CIPS Supplier Relationships certification is offered by the Chartered Institute of Procurement and Supply (CIPS), the world's largest professional body for procurement and supply chain management. The CIPS L4M6 exam covers critical topics such as supplier selection, evaluation, and performance management, enabling professionals to develop and maintain long-term relationships with suppliers.

CIPS L4M6 Exam is designed for professionals who have already completed the CIPS Level 4 Diploma in Procurement and Supply. It is the sixth and final exam in the diploma program, and passing it is a requirement for achieving the full diploma. L4M6 exam consists of a three-hour written paper with a mix of multiple-choice and essay-style questions, and it is held twice a year in May and November.

## **CIPS Supplier Relationships Sample Questions (Q70-Q75):**

### **NEW QUESTION # 70**

Which of the following are advantages of partnering?

- A. Hard to displace
- B. Supply chain consolidation
- C. Continual improvement
- D. Prioritization of transactions

**Answer: B,C**

Explanation:

Partnering supports supply chain consolidation and continual improvement by fostering collaboration and shared objectives. These benefits align with the strategic goals of building resilient and efficient supply chains.

### **NEW QUESTION # 71**

An amicable style approach to ending a buyer-supplier relationship would be most appropriate in which of the following circumstances?

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

**Answer: D**

Explanation:

An amicable approach is critical when alternative suppliers are limited or when ongoing collaboration is required during the termination period. Maintaining positive relations ensures smooth operations and protects reputations in the marketplace.

### **NEW QUESTION # 72**

Philip is working with a supplier where the annual spend is low but the market risk is high. What portfolio analysis category would be appropriate?

- A. Non-critical
- B. Leverage
- C. Bottleneck
- D. Strategic

**Answer: C**

Explanation:

Bottleneck items pose high risk despite low spend. Effective management of these suppliers minimizes supply chain disruptions, aligning with portfolio analysis strategies.

### **NEW QUESTION # 73**

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

**Answer: A**

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 # 74

Which of the following characteristics would appear in the Supplier Preferencing Model when a buyer has a high spend with a supplier? Select TWO that apply.

- A. Tactical
- B. Exploitable
- C. Core
- D. Nuisance
- E. Development

**Answer: B,C**

Explanation:

In the Supplier Preferencing Model:

- \* Core: A buyer with high spend and high attractiveness is viewed as critical by the supplier, encouraging strategic collaboration.
- \* Exploitable: Where buyer spend is high but power is lower, suppliers may exploit the situation by raising prices or setting unfavorable terms.

These are the two scenarios associated with high spend buyers.

#### NEW QUESTION # 75

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