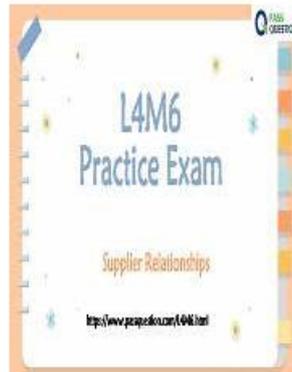


# New L4M6 Test Answers, L4M6 Key Concepts



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The CIPS Supplier Relationships certification exam is intended for procurement and supply chain professionals seeking to enhance their skills and knowledge in managing supplier relationships. These professionals may include procurement managers, supply chain managers, category managers, and purchasing professionals. L4M6 exam is designed to assess the candidates' understanding of the key concepts and principles of supplier relationship management and their ability to apply them in real-world scenarios.

One of the key benefits of taking the CIPS L4M6 Exam is that it provides procurement professionals with a recognized qualification that demonstrates their expertise in managing supplier relationships. This can be highly valuable for career advancement, as many organizations value CIPS qualifications when hiring or promoting procurement professionals. Additionally, the knowledge gained from the exam can help procurement professionals to make better decisions and achieve better outcomes in their day-to-day work.

>> New L4M6 Test Answers <<

## L4M6 Key Concepts - Reliable L4M6 Exam Practice

The most attractive thing about a learning platform is not the size of his question bank, nor the amount of learning resources, but more importantly, it is necessary to have a good control over the annual propositional trend. The L4M6 quiz guide through research

and analysis of the annual questions, found that there are a lot of hidden rules are worth exploring, plus we have a powerful team of experts, so the rule can be summed up and use. The CIPS Supplier Relationships prepare torrent can be based on the analysis of the annual questions, it is concluded that a series of important conclusions related to the qualification examination, combining with the relevant knowledge of recent years, then predict the direction which can determine this year's exam. L4M6 test material will improve the ability to accurately forecast the topic and proposition trend this year.

## CIPS Supplier Relationships Sample Questions (Q186-Q191):

### NEW QUESTION # 186

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

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

**Answer: C**

Explanation:

Negative leaders and promoters hold the most influence. Negative leaders can sway opposition, while promoters can actively advocate for project success. Managing these stakeholders effectively is crucial in procurement projects.

### NEW QUESTION # 187

A restricted market is a market where there are only a small number of capable and competent suppliers. Which of the following is not a reason for a marketplace to be restricted?

- A. The product is easy to source elsewhere
- B. Strong governmental regulation
- C. High barriers to entry
- D. Low levels of profitability

**Answer: A**

Explanation:

The correct answer is 'The product is easy to source elsewhere'. The other three are given as reasons a marketplace might be restricted on p.138. Other reasons also include; brand loyalty, difficult access to distribution channels, and companies colluding.

### NEW QUESTION # 188

Security company ARLA has recently won a new contract for guarding a school. Another company, ENA, has previously been providing the contract and employed the current guard who has worked at the school for 5 years. What key legal issue needs to be considered when the current relationship is terminated and the new company takes over?

- A. Sustainability policies
- B. Intellectual property rights
- C. Employment rights
- D. Quality policies

**Answer: C**

Explanation:

When contracts for services transfer between providers, TUPE regulations (Transfer of Undertakings - Protection of Employment) apply in many jurisdictions. Employees retain their rights and continue employment under the new employer. Thus, employment rights are the key legal concern.

### NEW QUESTION # 189

Cigarettes and alcohol are often described as having an 'inelastic price'. What does this mean?

- A. The product is subject to high rates of tax
- B. Changes in price will greatly affect how much of the item is bought
- C. The product is subject to age restrictions
- D. Changes in price will not affect how much of the item is bought

**Answer: D**

Explanation:

A product with an 'inelastic price' means that consumption doesn't really depend on how much it costs. So you could increase the price of alcohol and cigarettes and people would tend to still buy them. A product with an elastic price means that a change in price would have a large affect on the number of people who bought the item. See p.95 for more details on price elasticity.

### NEW QUESTION # 190

Why is it more difficult for buyers in the public sector to build relationships with suppliers?

- A. There are regulations prohibiting public sector buyers from developing relationships
- B. Buyer power is strong in the public sector
- C. Buyer power is weak in the public sector
- D. There are regulations that state competitive tender processes must be undertaken regularly

**Answer: D**

Explanation:

It can be difficult for buyers in the private sector to build relationships with suppliers because of rules that state competitive tenders must be undertaken every few years (within the EU this is usually every 4). This means that both parties aren't as invested in developing the relationship as it's possible the contact will end shortly. Competitive tendering is a requirement in the public sector to ensure value for money for taxpayers. See p.79 for further details. There are no rules stating Public Sector organisations can't have good relationships with suppliers, and in fact most will have good relationships with their current suppliers- the issue is that neither party can get too invested in the relationship as everyone knows it may end shortly. There are rules, however, against entering into Partnership relationships (which is discussed in chapter 3).

### NEW QUESTION # 191

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