

Desktop CIPS L4M6 Practice Test Software



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 focuses on supplier relationships, which is one of the most critical aspects of procurement and supply chain management. L4M6 exam is designed to test the knowledge and skills of procurement professionals in managing supplier relationships effectively. It covers various topics, such as supplier selection, performance management, contract management, and supplier development.

Candidates who successfully complete the CIPS L4M6 Exam will be able to demonstrate their ability to manage suppliers effectively. They will have a better understanding of the importance of supplier management in achieving business success, and will be able to apply this knowledge to real-life situations. They will also be able to identify areas of improvement in supplier management practices, and implement effective strategies to address these areas.

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CIPS L4M6 exam is a globally recognized certification that demonstrates an individual's expertise in managing supplier relationships. It provides procurement professionals with the necessary skills to develop and maintain strong relationships with suppliers, which can lead to cost savings, improved quality, and increased innovation. CIPS Supplier Relationships certification also demonstrates an individual's commitment to professional development and their desire to enhance their skills and knowledge in procurement and supply chain management. Overall, the CIPS L4M6 Exam is an essential qualification for procurement professionals who want to excel in their careers and make a significant contribution to their organizations.

CIPS Supplier Relationships Sample Questions (Q65-Q70):

NEW QUESTION # 65

Kyle Crant is a procurement director at ATSS Ltd and has introduced a new policy within the procurement function. The policy requires the procurement function to obtain quotations from multiple suppliers if a contract is worth over £10,000. What is the primary aim of this policy?

- **A. To ensure value for money is achieved**
- B. To allow procurement to select the lowest price
- C. To deliver an agile process
- D. To enable a reduction in competition

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

Obtaining multiple quotations for contracts over a certain value ensures that the organization assesses various options, promoting competition and transparency. This practice helps in achieving value for money by comparing different suppliers' offerings.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 66

Debbie is a procurement manager at a small manufacturer company. She had a contract in place with a company that provides uniforms, but finds that she doesn't need to order much from them as the staff re-wear the same clothes to work. The contract has now expired. Should Debbie do a Competitive Tender to source a new contract?

- A. Yes - the contract has now expired so she must do a new competitive tender
- B. Yes- competitive tender is the only option to procure uniforms
- **C. No- the contract is not of significant value**
- D. No- Debbie should continue using the same supplier- it doesn't matter that the contract has expired.

Answer: C

Explanation:

The correct answer is 'no-the contract is not of significant value'. CIPS state that competitive tenders should only be used when 'the item or service is of significant value' p.73. Debbie could continue using the same supplier, but she should organise a contract extension or a new contract if she does.

NEW QUESTION # 67

Which of the following factors are considered when using the Kraljic Model to determine the kind of supply relationships and sourcing approaches for a category of items? Select TWO that apply.

- A. Key performance indicators
- B. Supplier pre-qualification
- C. The type of tendering
- **D. The level of spend**
- **E. The market structure**

Answer: D,E

Explanation:

Comprehensive and Detailed Explanation:

The Kraljic Matrix is a strategic tool used to segment the supply base and develop differentiated purchasing strategies based on two key dimensions:

* Profit Impact (Level of Spend): This refers to the financial significance of the item or service to the organization. High expenditure items have a greater impact on profitability and thus require more strategic sourcing approaches.

* Supply Risk (Market Structure): This pertains to the complexity and dynamics of the supply market, including factors like the number of suppliers, market competitiveness, and potential for supply disruptions. Understanding the market structure helps in assessing the risk associated with sourcing particular items.

By analyzing these two factors, organizations can categorize their purchases into four quadrants-non-critical, leverage, bottleneck, and strategic items-and tailor their sourcing strategies accordingly.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 68

Which of the following is a stage in the relationship lifecycle?

- A. Testing
- B. Decline
- C. Graduation
- **D. Measuring**

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

The supplier relationship lifecycle comprises several stages that outline the progression of the buyer-supplier relationship. One of these stages is Measuring, which involves assessing the supplier's performance against agreed-upon metrics and key performance indicators (KPIs). This stage is crucial for ensuring that the supplier meets the organization's expectations and for identifying areas for improvement.

Reference:

"The stages of the relationship life cycle include: Onboarding, Qualification, Segmentation and risk management, Performance management (Measuring), Development and innovation, and Phase-out."- CIPS L4M6 Study Guide

NEW QUESTION # 69

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

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

Answer: D

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 why a partnership fails.

NEW QUESTION # 70

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