

# Exam L4M6 Guide - L4M6 Exam Overviews



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CIPS L4M6 Exam is an advanced-level qualification that is suitable for procurement professionals who want to expand their knowledge and skills in supplier relationship management. L4M6 exam covers essential topics such as supplier segmentation, supplier performance management, contract management, and supplier development. Passing the exam demonstrates a candidate's proficiency in supplier relationship management and can enhance their career prospects in procurement and supply chain management.

>> **Exam L4M6 Guide** <<

## L4M6 Exam Overviews - Valid L4M6 Exam Questions

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CIPS L4M6 exam is a rigorous and challenging exam that requires a deep understanding of the procurement and supply chain management concepts and principles. Candidates must have a good understanding of the role of procurement and supply chain management and how it impacts the overall performance and success of an organization. They must also be able to demonstrate their ability to apply this knowledge to real-world scenarios and make informed decisions about supplier relationships.

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 (Q180-Q185):

NEW QUESTION # 180

Which of the following are possible drivers for partnership sourcing? Select THREE.

- A. Working together will create synergies
- B. The need to improve performance to satisfy the end customer  
To increase production costs and lead-times
- C. The protection of intellectual property rights
- D. The marketplace has become more volatile

**Answer: A,B,D**

Explanation:

The correct answers are; The marketplace has become more volatile, Working together will create synergies and The need to improve performance to satisfy the end customer. Further Drivers of Partnership Sourcing can be found on p.127. The other answers are incorrect as entering a partnership won't protect intellectual property rights- in fact that's one of the big risks of entering into a partnership. Partnerships won't increase costs and lead-times, they're likely to decrease them.

#### **NEW QUESTION # 181**

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

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

**Answer: B**

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 # 182**

A large office orders weekly from a stationery supplier. The items are low cost and if the delivery is a day late it does not affect the running of the office. Where would this supplier be positioned in a supplier matrix?

- A. Routine
- B. Bottleneck
- C. Critical
- D. Leverage

**Answer: A**

Explanation:

Routine items are low risk and low value. They are non-critical and often easily sourced. CIPS categorizes such items in the 'Routine' quadrant of the Kraljic Matrix, where minimal procurement effort is justified and supply assurance is easily managed.

#### **NEW QUESTION # 183**

Jenny is a procurement manager who works in the public sector. She has been charged with organising a tender to source new Xray machines for a hospital and to ensure that they receive 'value for money'. Which of the following should Jenny consider when drafting her ITT?

- A. Availability
- B. Whole life costs
- C. Equity
- D. Price only

**Answer: B**

### Explanation:

Jenny should consider whole life costing. Ensuring value for money means considering a combination of price and quality throughout the lifetime of the product. See p.65 for more on 'Achieving Value for Money'

## NEW QUESTION # 184

Which of the following documents can be used at the selection stage of a tender process to ensure that short listed bidders meet the requirements of the buying organisation? Select TWO.

- A. Request for Quotation
- B. Pre-Qualification Questionnaire
- C. Request for Information
- D. Invitation to Tender

**Answer: B,C**

### Explanation:

Request for Information and Pre-Qualification Questionnaire can be used for short-listing suppliers. Request for Quotation is used when the only variable is price and you would like suppliers to submit a price for you.

Invitation to Tender would be the next stage after RFI / PPQ- this is sent out to those suppliers who have passed selection, and details the second stage of the competition. See p.75 for more details.

## NEW QUESTION # 185

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