

VCE L4M6 Dumps - Answers L4M6 Free

1. Which of the following are typical drivers for a partnership between the buyer and the supplier? Select the THREE that apply.
- The buyer has a high spend with the supplier
 - There are many suppliers in the market
 - The product is critical for the buyer
 - The product is a commodity
 - The product is technically complex
 - The supplier provides the product to a buyer's competitor
2. Which of the following options are legitimate reasons for terminating a contract? Select TWO that apply.
- You ordered 10,000 items instead of 1,000
 - One of the contracted parties has clearly failed to perform its duties
 - There has been a serious breach of contract terms
 - Your internal stakeholder requested the wrong items
 - Your MIS system placed a replenishment order that you do not need
3. Sugar Doughnut Ltd has a jam supplier that they have used successfully for over ten years. They have made investments in the supplier's factory to support them with capital equipment upgrades in return for cost reduction on jam. The two companies also collaborate on bids for large supermarkets when looking to supply doughnuts and work together on quality improvements.
- No contracts exist between the two companies. Could this relationship be said to be a partnership relationship?
- No, because contracts do not exist between the two companies
 - No, because they have only worked together for ten years
 - Yes, because they have demonstrated close collaboration on various projects
 - Yes, because they both operate in the food sector
4. A company supplies IT equipment and buys most of its components from first-tier suppliers in the UK. It wants to analyze its supply market to develop the supply chain and is going to review the main factors that have an influence. The company wants to use the STEEPLD external environmental analysis framework to achieve the best result.
- Which of the following STEEPLD factors is most likely to have the greatest effect?
- Sociocultural
 - Technological
 - Economic
 - Ethical

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The Chartered Institute of Procurement and Supply (CIPS) is a globally recognized professional body that provides training and certification for procurement and supply chain professionals. The CIPS L4M6 (CIPS Supplier Relationships) Certification Exam is designed to test the knowledge and skills of professionals in managing supplier relationships effectively.

CIPS L4M6 certification exam is an essential qualification for professionals looking to specialize in supplier relationship management. L4M6 exam covers a wide range of topics and is recognized globally. It is an excellent way to demonstrate your skills and knowledge to employers and can help you progress in your career.

CIPS L4M6 Certification Exam covers critical aspects of supplier management, including supplier selection, evaluation, and performance management. It also covers the development of strategic relationships with suppliers, contract management, and the resolution of disputes. Procurement professionals who obtain this certification are well-equipped to manage supplier relationships effectively and ensure that their organizations receive the best value from their suppliers.

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Quiz L4M6 - CIPS Supplier Relationships High Hit-Rate VCE Dumps

In the era of rapid changes in the knowledge economy, do you worry that you will be left behind? Let's start by passing the L4M6 exam. Getting a L4M6 certificate is something that many people dream about and it will also bring you extra knowledge and economic benefits. As we all know, if you want to pass the L4M6 Exam, you need to have the right method of study, plenty of preparation time, and targeted test materials. However, most people do not have one or all of these. That is why I want to introduce our CIPS original questions to you.

CIPS Supplier Relationships Sample Questions (Q129-Q134):

NEW QUESTION # 129

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

Answer: B

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 # 130

A partnership was created between a company and one of its local suppliers when the managing directors of each company met and thought partnering could be a good idea. No other departments were included in the discussions. The partnership has been in place for over a year, but neither of the companies has achieved any additional benefits. The company has been unable to offer any increased business to the supplier, and the supplier has been unable to improve on the quality of its products. The partnership is going to be terminated.

What is a possible main reason for the failure of the partnership?

- A. Market changes
- B. Distance barrier
- C. Cultural differences
- D. Poor planning

Answer: D

Explanation:

Partnerships require careful planning, including alignment of goals, stakeholder involvement, and clear expectations. Poor planning leads to unmet objectives and lack of value generation, as highlighted by CIPS.

NEW QUESTION # 131

The Pareto Principle is sometimes also known as what?

- A. JIT
- B. Five Forces
- C. Cost Engineering
- D. ABC Analysis

Answer: D

Explanation:

Pareto is the 80:20 rule- this can be adapted to talk about supplier relationships, where instead of having 2 categories there are now 3 (A B and C). CIPS use the terms Pareto and ABC interchangeably. See p.16 for further information

NEW QUESTION # 132

Mendelow's Stakeholder Matrix categorises stakeholders into four groups and provides insight into how these stakeholders should be managed. What is a limitation to using this Matrix to categorise stakeholders?

- A. The Matrix doesn't consider the power these stakeholders have
- B. Nowadays, Stakeholders fall into more than four categories
- C. The categories are hard to remember
- **D. The Matrix doesn't consider whether the stakeholder is for or against the activity**

Answer: D

Explanation:

The correct answer is 'The Matrix doesn't consider whether the stakeholder is for or against the activity'. For a list of other limitations of using Mendelow's Stakeholder Matrix see p.82

NEW QUESTION # 133

Which of the following statements are true regarding the characteristics of a restricted market? Select TWO that apply.

- * The marketplace is heavily regulated by Governments and legislation
- * Existing suppliers within the marketplace offer excellent services
- * There are many suppliers already in operation within the marketplace
- * High financial investment is required to enter the marketplace

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

Answer: B

Explanation:

Comprehensive and Detailed Explanation:

A restricted market is characterized by high barriers to entry, often due to stringent government regulations and the need for substantial financial investment. These factors limit the number of new entrants, resulting in a market dominated by a few established suppliers. While existing suppliers may offer excellent services, the key defining features of a restricted market are the regulatory constraints and the significant capital required to compete.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 134

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