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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 exam, also known as CIPS Supplier Relationships, is a globally recognized certification program designed specifically for procurement professionals who work with suppliers. CIPS Supplier Relationships certification program is ideal for those who have experience working with suppliers and want to develop their knowledge and skills to improve their supplier relationships. L4M6 Exam covers a range of topics including supplier performance management, contract management, supplier risk management, and supplier development.

## **CIPS Supplier Relationships Sample Questions (Q29-Q34):**

### **NEW QUESTION # 29**

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

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

**Answer: B,C,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 # 30**

Value for money in the private sector is concerned with what?

- A. Getting the best quality possible
- B. Ensuring taxpayers' money is spent wisely
- C. Getting the best price possible
- D. Shareholder profit and business benefit

**Answer: D**

Explanation:

Value for money in the private sector is about achieving shareholder profit and business benefit (p.66). In the public sector it is about ensuring taxpayers' money is spent wisely. Value for money is a mixture of price and quality.

### **NEW QUESTION # 31**

The ABC Analysis, also known as the Pareto Analysis, is a technique that can be used by procurement to which purpose?

- A. supplier positioning
- B. cost analysis
- C. relationship spectrum
- D. cost engineering

**Answer: A**

Explanation:

ABC / Pareto is a "Portfolio Analysis Technique to assess the relationships in a supply chain". This, along with the Kraljic Matrix are two examples of "Supplier Positioning Models". See chapter 2.1 p.17 for more details on this

### **NEW QUESTION # 32**

Which of the following are NOT one of the four key principles of procurement in the EU?

- A. Value for Money
- B. Proportionality
- C. Non-Discrimination
- D. Transparency

**Answer: A**

Explanation:

Value for money is not a principle of EU procurement. The four key principles are; transparency, non-discrimination, proportionality and equality of treatment. The principles are basically about ensuring the procurement process is fair. See p.75

### NEW QUESTION # 33

Rachel and Jacky work in the procurement department of Foddy Foods Ltd. They have been told by their CEO to build better relationships with strategic suppliers as this will create value for money for the company.

In what ways can value for money be achieved by building strong relationships with suppliers? Select TWO.

- A. Reduction of waste
- B. Better payment terms
- C. Innovation developed as part of collaborative projects
- D. Reducing costs

**Answer: A,C**

Explanation:

Supplier relationships can result in value for money in the reduction of waste and in innovation developed as part of collaborative projects. Remember that in CIPS waste doesn't necessarily mean physical waste (as in stuff you don't want any more). There are 7 types of waste including waiting, inventory, transportation etc. So when you develop a relationship with a supplier, this can reduce waste (e.g. you may be able to get deliveries quicker by integrating your ordering system with the supplier's, or you might reduce transportation by agreeing a Consignment stock). Having a good relationship with a supplier isn't necessarily going to get you a reduction in cost or better payment terms. See p.70 for more details on this- there's a short list of ways in which good supplier relationships can bring value for money to a business.

### NEW QUESTION # 34

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