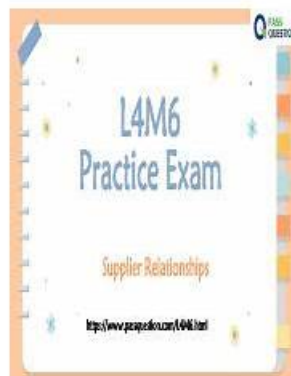


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CIPS L4M6 Certification Exam is a valuable qualification for procurement and supply chain professionals who want to demonstrate their ability to manage supplier relationships effectively. CIPS Supplier Relationships certification covers a range of topics related to supplier management, including ethical and sustainable practices. L4M6 Exam is internationally recognized and can help professionals advance their careers in this field.

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CIPS Supplier Relationships exam is aimed at those seeking to develop their strategic and tactical supplier management skills. L4M6 Exam covers a broad range of topics related to supplier performance and management such as conducting supplier assessments, negotiating contracts, and managing supplier risk. L4M6 exam also covers the importance of effective communication and understanding the specific needs of your organization. Completing this certification is essential for procurement professionals as it provides a deep understanding of the supplier management process and enables individuals to develop more robust supplier relationships that benefit their organization.

CIPS Supplier Relationships Sample Questions (Q31-Q36):

NEW QUESTION # 31

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

Answer: C

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 # 32

The use of technical jargon can result in what?

- A. Lack of transparency
- B. Increased price
- C. Misunderstanding
- D. Lack of trust

Answer: C

Explanation:

Using technical jargon can lead to misunderstandings if not all parties understand the jargon. See p. 158 on communication issues

NEW QUESTION # 33

Which one of the following is an advantage of early supplier involvement?

- A. Understanding of supplier capabilities
- B. No need for supplier non-disclosure agreements
- C. Large investment in supplier communications
- D. Supplier is responsible for all intellectual property risks

Answer: A

Explanation:

Early supplier involvement highlights supplier strengths and capabilities, enabling collaborative development. This supports innovation and optimizes the procurement process.

NEW QUESTION # 34

A medical consumables buyer has adopted a close relationship approach with their suppliers that are considered to be complicated, technical suppliers. Is this the right approach?

- A. No, as there is often a supply risk with items offered
- B. Yes, as the items are of high financial risk
- C. Yes, as all the items supplied are off the shelf

- Answer: B**

Complex and technical suppliers often involve high financial risks due to the critical nature of their products. A close relationship ensures better collaboration, risk management, and value generation.

- A. Giving qualitative feedback only
- B. Setting aside the value of existing work done by both parties
- C. Setting remedies and compensation for contractual breaches
- D. Attacking the personalities, not the problem

Effective termination includes remedies and compensation to address any contractual breaches, ensuring fairness and compliance with legal and ethical obligations.

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