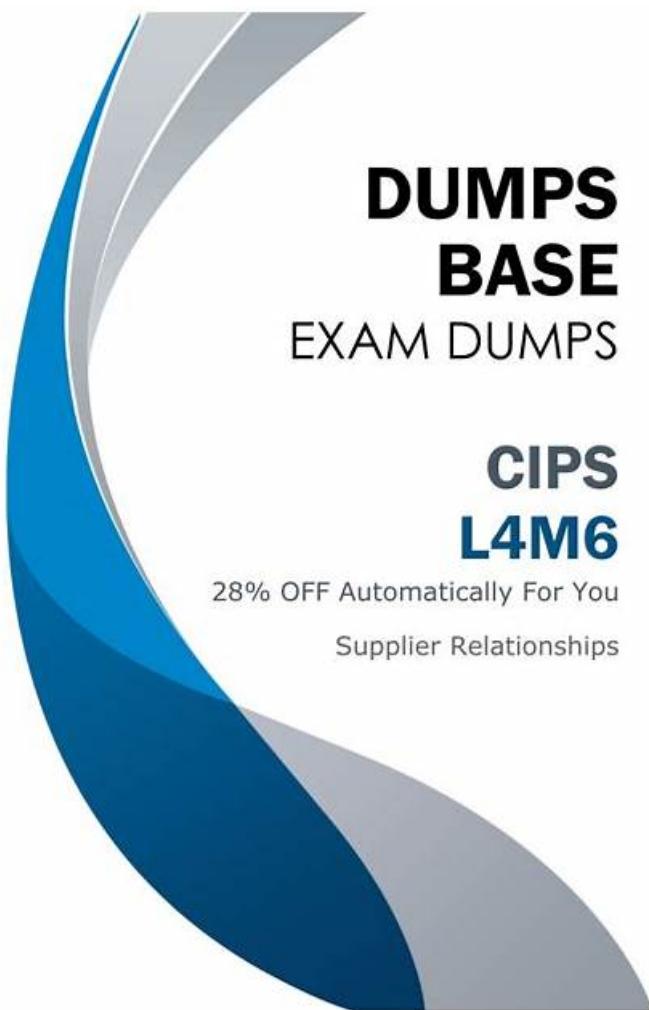


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CIPS L4M6 certification exam is a computer-based exam that consists of 60 multiple-choice questions. Candidates are given two hours to complete the exam, and must achieve a minimum pass mark of 60%. L4M6 Exam covers a range of topics related to supplier relationships, including supplier selection, supplier performance management, and supplier development.

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There are many users that are using CIPS Supplier Relationships (L4M6) exam questions and rated it as one of the best in the market. The customers are pleased with CIPS Supplier Relationships (L4M6) exam questions and all of them have passed the CIPS Supplier Relationships (L4M6) certification exam on the very first try.

## CIPS Supplier Relationships Sample Questions (Q189-Q194):

### NEW QUESTION # 189

When overcoming stakeholder resistance in a procurement-led project, which of the following groups would have the highest level of influence on other stakeholders?

- \* Negative leaders
- \* Silent opponents
- \* Supporters
- \* Promoters

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

**Answer: B**

Explanation:

In stakeholder management, Negative leaders and Promoters possess high influence over others:

- \* Negative leaders: Individuals who oppose the project and can sway others against it due to their influence.
- \* Promoters: Advocates who support the project and can positively influence others.

Understanding these dynamics is crucial for effectively managing stakeholder resistance.

As highlighted in the CIPS study materials:

"Overcoming resistance- Promoters - They have a high influence on other stakeholders and support the project. They support and empower."

### NEW QUESTION # 190

Which of the following behaviours are you likely to see in a Partnership relationship?

- A. Opportunistic behaviour and strong levels of trust
- **B. Strong levels of trust and honest communication**
- C. Secrecy and honest communication
- D. Honest communication and opportunistic behaviour

**Answer: B**

Explanation:

The correct answer is 'Strong levels of trust and honest communication'. The questions on Partnership in the exam tend to be quite straightforward, but if you're struggling with this see p. 148 for further details of behaviour in Partnerships.

### NEW QUESTION # 191

Which of the following are correct statements with regards to a joint venture and with regards to a strategic alliance? Select TWO that apply.

- **A. A strategic alliance is managed by both partners**
- B. A joint venture is also known as vertical integration
- C. A strategic alliance is a permanent arrangement
- **D. In a joint venture, a new company is formed between the partners**
- E. A strategic alliance creates a new company formed between the partners

**Answer: A,D**

Explanation:

Comprehensive and Detailed Explanation:

\* Statement B: A strategic alliance is an agreement between two or more parties to pursue a set of agreed-upon objectives while remaining independent organizations. It is typically managed jointly by the partners to achieve mutual benefits without forming a new legal entity. Wikipedia

\* Statement C: In a joint venture, two or more parties create a new, separate legal entity by contributing equity, and they share in the revenues, expenses, and control of the enterprise. This new company is formed to undertake specific business activities.

### NEW QUESTION # 192

Construct Builders Ltd works very closely with a supplier called Solid Timber Co on house-building projects. They have a very close working relationship, sharing investment, setting pricing levels, and looking at sharing resources. The two companies also work closely together to set strategic directions and explore new markets for long-term growth. There is no formal contract in place between the two companies. Using the relationship spectrum, what relationship does this scenario best describe?

- A. Partnership
- B. Constructive
- C. Transactional
- D. Co-operative

**Answer: A**

Explanation:

The relationship reflects a partnership due to the strategic alignment, resource sharing, and focus on long-term growth, even without a formal contract. CIPS highlights that partnerships are based on trust and collaboration.

### NEW QUESTION # 193

A buyer is procuring a high-value specialist piece of medical equipment to use in the healthcare sector from a market that consists of minimal competition. The buyer has decided to use an open tender procedure to purchase the equipment. Is this an appropriate method to use?

- A. Yes, as complex procurement must always use this type of tender process
- B. No, a tendering process is not required as there are few suppliers
- C. Yes, a shortlisting process is not required as there are few suppliers
- D. No, an emergency tender process is required due to the critical nature of the equipment

**Answer: B**

Explanation:

If the market has few suppliers, an open tender is not appropriate, as it adds unnecessary time and cost. Instead, a restricted or negotiated procedure is more effective. Open tendering is best used in highly competitive markets.

### NEW QUESTION # 194

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