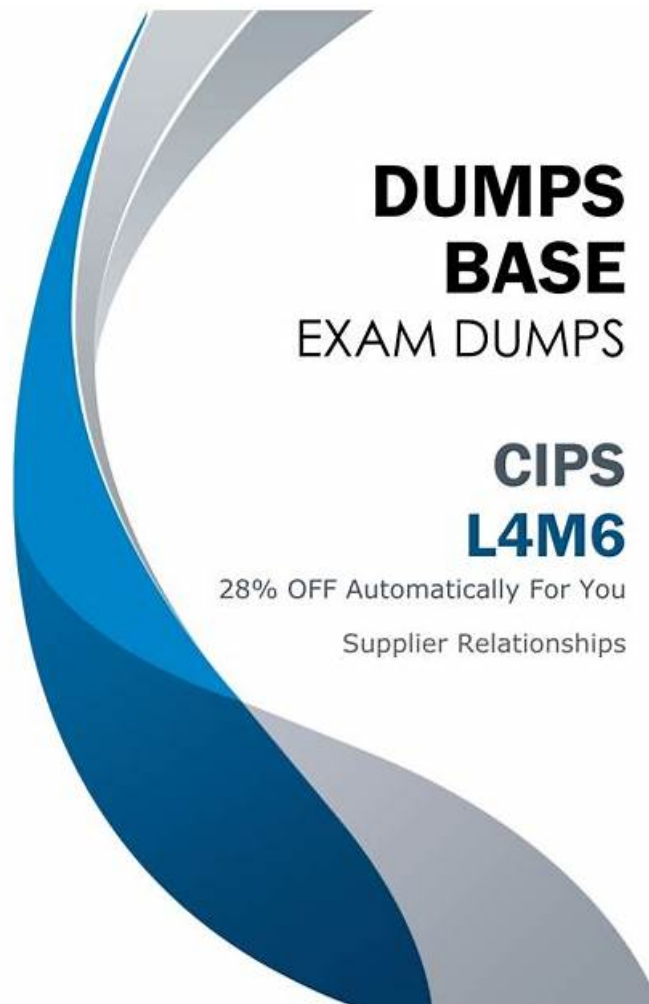


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CIPS L4M6 Exam covers a range of topics related to supplier relationship management, including the principles of effective supplier management, the importance of communication and negotiation skills, developing and maintaining strategic supplier relationships, and managing supplier performance. Successful completion of L4M6 exam demonstrates a candidate's ability to manage supplier relationships effectively, which is a critical component of any successful procurement and supply chain operation. Furthermore, candidates who pass the exam will gain a thorough understanding of the best practices in supplier relationship management, enabling them to improve their organization's procurement and supply chain operations.

### CIPS Supplier Relationships Sample Questions (Q91-Q96):

#### NEW QUESTION # 91

In which procurement process is a PQQ not issued?

- A. Competitive Dialogue
- B. Restricted
- C. Competitive Procedure with Negotiation
- **D. Open**

**Answer: D**

Explanation:

Open Tender processes are a one-stage process which issues and ITT. It has no PQQ (selection) stage. P. 77

#### NEW QUESTION # 92

Danny is procuring a new IT software, which he doesn't know much about. He has done a bit of research on the internet but is still unsure how much he can expect to pay. What should be Danny's next step?

- **A. Issue a RFI**
- B. Issue an ITT
- C. Issue an OJEU
- D. Issue a RFQ

**Answer: A**

Explanation:

Danny should issue a RFI (Request for Information). His next step would be to find out more about the products available by asking suppliers for information- this will help him put a spec together before he goes out to tender. The other options mean; RFQ - request for quotation- when you ask suppliers to submit a price. ITT- Invitation to tender - a document you send out to suppliers which details all the information about the tender (this usually involves both price and quality components of assessment). OJEU- Official Journal of the European Union- where tenders for the Public Sector are published. For more info on RFI see p.74

#### NEW QUESTION # 93

A procurement category manager has been asked to advise the project team on the appropriate selection and awarding process for a complex procurement project in a multi-geographical organisation. It is likely the specification will be updated during the process, and several phases of negotiation will be required throughout. This will include final negotiations with the winning bidder. The team are therefore aware it will be a time-consuming project. Which process should be advised?

- A. Open tender
- **B. Competitive dialogue**
- C. Request for quotation

- D. Restricted tender

**Answer: B**

Explanation:

Competitive dialogue is the most appropriate method for complex, high-value procurements where requirements cannot be fully defined at the outset. This process allows dialogue with shortlisted bidders to refine specifications and negotiate solutions before awarding. CIPS states that this procedure is particularly suited for projects requiring flexibility, multiple negotiation phases, and innovative input from suppliers.

#### NEW QUESTION # 94

In the relationship spectrum, which of the following describes the most competitive relationship?

- A. Outsourcing
- B. Single sourced
- C. Transactional
- **D. Adversarial**

**Answer: D**

Explanation:

An adversarial relationship is highly competitive, often win/lose, focusing on cost and negotiation power rather than collaboration. It contrasts with partnerships or strategic alliances.

#### NEW QUESTION # 95

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

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

**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 # 96

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