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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 2028

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## CIPS Supplier Relationships Sample Questions (Q67-Q72):

### NEW QUESTION # 67

Which of the following tender processes available to a buyer involves a Pre-Qualification Questionnaire (PQQ) to identify, assess, and create a shortlist of suppliers being invited to the Invitation to Tender (ITT) stage? Select TWO that apply.

- A. Competitive Bidding Procedure
- B. Mini-Competition Procedure
- **C. Restricted Procedure**
- D. Open Procedure
- **E. Two-stage Procedure**

**Answer: C,E**

Explanation:

The Restricted and Two-stage procedures involve a PQQ stage to shortlist suppliers before issuing an ITT. This approach is common for contracts requiring stringent supplier qualifications.

### NEW QUESTION # 68

Harry runs a hotel and has recently decided to contract an external supplier to provide the cleaning of the rooms. What is a disadvantage of doing this?

- **A. There is dependency on the supplier, which increases risk**
- B. The supplier will not perform as well as an internal team
- C. This will be more expensive than providing the service in house
- D. This allows staff to focus on other areas

**Answer: A**

Explanation:

Using an external supplier always comes with increased risk, as you become dependant upon them, and have less control over their performance (compared to an in-house team). In this example Harry will have the increased risk that the contract cleaners turn up late to their shifts, or don't do a good job. However, there is no reason to believe that the supplier will not perform as well as an internal team- we don't have enough information from the Question: for this to be true. What is true is the RISK is greater. The other answers are incorrect; the Question: doesn't indicate whether outsourcing the cleaning will be more or less expensive for Harry. Allowing staff to focus on other areas is an advantage not a disadvantage. See p.4 for more information on 'External Suppliers'

### NEW QUESTION # 69

Products or services that are more suitable for partnership sourcing match which of the following criteria?

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

**Answer: D**

Explanation:

Partnership sourcing is suitable for products that contribute to the buying organization's unique selling point (USP) and for critical products on which key customers depend. This approach ensures strategic alignment and mutual benefits for both parties, focusing on collaboration rather than cost alone.

### NEW QUESTION # 70

Philip is working with a supplier where the annual spend is low but the market risk is high. What portfolio analysis category would be appropriate?

- A. Leverage
- B. Strategic
- **C. Bottleneck**
- D. Non-critical

**Answer: C**

Explanation:

Bottleneck items pose high risk despite low spend. Effective management of these suppliers minimizes supply chain disruptions, aligning with portfolio analysis strategies.

### NEW QUESTION # 71

Which of the following are features of a partnership sourcing relationship compared with a traditional adversarial relationship? Select TWO that apply.

- A. Emphasis on the lowest price
- B. Emphasis on short-term relationship
- **C. Emphasis on long-term relationship**
- **D. Emphasis on quality with zero defects**
- E. Emphasis on inspection of incoming supplies

**Answer: C,D**

Explanation:

Partnerships emphasize mutual goals such as quality improvement and long-term collaboration, contrasting with adversarial relationships that focus on cost and short-term gains.

### NEW QUESTION # 72

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