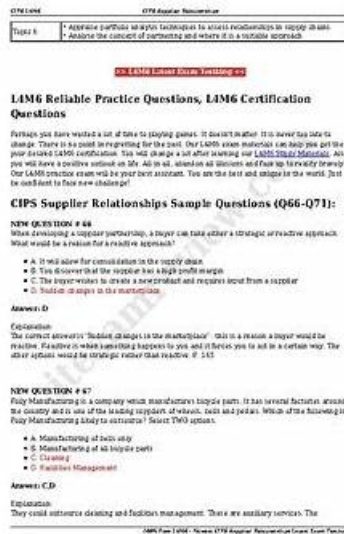


100% Pass Quiz 2026 CIPS Perfect L4M6: CIPS Supplier Relationships Training Tools



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CIPS L4M6 exam is a highly regarded qualification designed for procurement professionals who wish to enhance their knowledge and skills in managing supplier relationships. L4M6 exam is offered by the Chartered Institute of Procurement and Supply (CIPS), a global professional body that provides training and qualifications in procurement and supply chain management. The CIPS L4M6 exam is the sixth module in the Level 4 qualification, which focuses on supplier relationships.

The CIPS L4M6 Exam is structured in a way that enables candidates to demonstrate their understanding of the concepts and principles of supplier relationship management. L4M6 exam format includes multiple-choice questions, scenario-based questions, and short-answer questions. It is important that candidates have a good understanding of all the concepts covered in the exam, and are able to communicate their ideas effectively.

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The CIPS L4M6 Exam is divided into two parts, each containing multiple-choice questions. Part one focuses on the different types of supplier relationships and the strategies that can be used to manage them effectively. Part two examines the various methods of measuring supplier performance, how to identify and mitigate supplier risks, and the importance of communication in supplier relationships.

CIPS Supplier Relationships Sample Questions (Q117-Q122):

NEW QUESTION # 117

Which of the following documents can be used at the selection stage of a tender process to ensure that short listed bidders meet the requirements of the buying organisation? Select TWO.

- A. Request for Information
- B. Invitation to Tender
- C. Pre-Qualification Questionnaire
- D. Request for Quotation

Answer: A,C

Explanation:

Request for Information and Pre-Qualification Questionnaire can be used for short-listing suppliers. Request for Quotation is used when the only variable is price and you would like suppliers to submit a price for you. Invitation to Tender would be the next stage after RFI / PPQ- this is sent out to those suppliers who have passed selection, and details the second stage of the competition. See p.75 for more details.

NEW QUESTION # 118

In the STEEPLD framework, which of the following is an economic factor?

- A. Election results
- B. Supply chain labor standards
- C. Unemployment rates
- D. Demographics

Answer: C

Explanation:

Economic factors such as unemployment rates affect labor availability, wages, and consumer purchasing power, directly impacting business operations and supply chains.

NEW QUESTION # 119

A local government procurement team is undertaking a full review of their current internal working processes.

The team of buyers currently have a partnership-style relationship with their routine suppliers. Is this the best relationship style to use?

- A. Yes, as they present a great deal of risk to the organization
- B. Yes, as these are low-value items
- C. No, as there are many suppliers available
- D. No, as these are critical items to the buying organization

Answer: C

Explanation:

Routine suppliers typically supply low-value, low-risk items. Maintaining partnerships in such cases is inefficient since alternative

suppliers are readily available. Adopting a transactional or adversarial relationship would be more appropriate.

NEW QUESTION # 120

A supplier is working with a buyer who represents a large percentage of his business. Without this particular buyer, the supplier would likely go out of business. There has been a dispute in the last invoice which the buyer is not happy about. What technique should the supplier use when talking to the buyer about this?

- **A. Accommodating-** the supplier should show a large degree of co-cooperativeness as the buyer is important to their survival
- B. Avoiding- the supplier should avoid talking with the buyer as this may result in conflict
- C. Accepting - the supplier should accept that conflict should sometimes occur in buyer: supplier relationships and work hard to avoid them
- D. Competing- the supplier needs to earn more money as they are struggling financially

Answer: A

Explanation:

The correct answer is 'accommodating'. This question is based on the Thomas-Kilmann Conflict model on p.87. This comes up quite a bit in the exam. It is comprised of 5 techniques for dealing with conflict; competing, collaborating, compromising, avoiding and accommodating. In this instance, the supplier should have a high degree of co-cooperativeness and a low degree of assertiveness as the long-term relationship is very important- more important than the outcome of the disputed invoice.

NEW QUESTION # 121

In the public sector, there are many sources of information that a buyer can use to identify a suitable supplier. Which of the following could be used? Select THREE

- **A. Procurement Platforms**
- B. Intranet
- **C. Tradeshows**
- **D. Internal stakeholders' knowledge**
- E. OJEU

Answer: A,C,D

Explanation:

The correct answers are; tradeshows, internal stakeholders' knowledge and e-procurement platforms. Intranet is incorrect as this is an internal system so you wouldn't find information on external suppliers on here (be careful not to confuse intranet with internet). OJEU is also incorrect; this is the platform on which tender opportunities in the public sector are published- its not a list of suppliers.

NEW QUESTION # 122

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