

# L4M6 Trustworthy Exam Torrent - Testing L4M6 Center



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To prepare for the CIPS L4M6 certification exam, candidates are encouraged to take relevant training courses and study materials. L4M6 exam consists of multiple-choice questions that assess the candidate's understanding of the key concepts and principles of supplier relationships. L4M6 exam is challenging and requires a high level of knowledge and understanding of procurement and supply chain management concepts. Passing the CIPS L4M6 certification exam demonstrates that the candidate has the necessary skills and knowledge to manage supplier relationships effectively and efficiently.

The CIPS L4M6 Exam is designed to test the candidate's ability to apply the principles and practices of supplier relationship management in real-world procurement scenarios. L4M6 exam consists of a series of multiple-choice questions, each of which requires the candidate to demonstrate their knowledge and understanding of key concepts related to supplier relationships.

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## Testing CIPS L4M6 Center & L4M6 Printable PDF

By overcoming your mistakes before the actual CIPS L4M6 exam, you can avoid making those same errors during the CIPS Supplier Relationships (L4M6) real test. With customizable L4M6 practice tests, you can adjust the duration and quantity of L4M6 Practice Questions. This self-assessment L4M6 exam display your marks, helping you improve your performance while tracking your progress.

## CIPS Supplier Relationships Sample Questions (Q103-Q108):

### NEW QUESTION # 103

In the 1990s a company spent a lot of time and money developing a device that you could carry around that could play CDs. The product spent a long time in development but when it was released the sales figures were very disappointing. This was in part due to the fact another product was released at a similar time which had much more developed technology and could play music without the cumbersome size of a portable CD player. Which of the following did the company not consider when developing the product?

- A. threat of new entrant
- B. threat of substitution

- C. rivalry among existing competitors
- D. power of buyers

**Answer: B**

Explanation:

The portable CD player has been replaced with a substitute product. This threat wasn't considered by the company and this resulted in poor sales. There are many questions in the exam on Porter's 5 Forces - see p. 39

#### NEW QUESTION # 104

Which of the following are relationship types on the relationship spectrum?

- \* Adversarial, transactional and outsourcing
- \* Single sourced, strategic alliance and co-destiny
- \* Arm's length, strategic alliance and dual sourced
- \* Closer tactical, leverage and joint ventures

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

**Answer: A**

Explanation:

The relationship spectrum runs from adversarial/transactional to collaborative partnerships such as strategic alliances and co-destiny. Also included are mid-spectrum arrangements like single sourcing and arm's length.

Options 2 and 3 list valid relationship types, making 2 and 3 correct.

#### NEW QUESTION # 105

A category buyer, managing an outsourcing project, is aware of the commercially sensitive nature of the project and wishes to adopt an accommodating approach to managing conflict amongst key stakeholders. Is this the correct approach?

- A. No, as the category manager has a low concern for others and a low concern for themselves
- B. Yes, as the category manager has a high concern for others and a high concern for themselves
- C. Yes, as the category manager has a low concern for themselves but high concern for others
- D. No, as the category manager has a high concern for themselves and low concern for others

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation:

The accommodating conflict management style is characterized by a low concern for self and a high concern for others. This approach involves yielding to others' needs and maintaining harmony, which can be appropriate in situations where preserving relationships is more important than achieving personal goals.

In the context of a commercially sensitive outsourcing project, adopting an accommodating approach may be suitable to ensure stakeholder cooperation and minimize conflict.

Reference:

"The accommodating conflict management style indicates a low concern for self and a high concern for other, and is often viewed as passive or submissive, in that someone complies with or obliges another."- Social Sci LibreTexts: Conflict Management Styles

#### NEW QUESTION # 106

A garden centre has recently purchased some lollypop sticks to use as plant labels. The staff have written the name of the plant on the lollypop stick and put it next to the plant. This helps them identify which plant is which. However, after a couple of weeks, the lollypop sticks have become mouldy and the writing has faded. Staff are now struggling to identify their plants. The Manager of the garden centre is considering returning the lollypop sticks and asking for a full refund as they were not fit for purpose. Can the Manager do this?

- A. Yes- the lollypop sticks have gone mouldy- this is unacceptable

- B. No- the manager cannot prove that the product is faulty
- **C. No- as this was not the lollypop sticks intended purpose**
- D. Yes- so long as the manager kept the receipt

**Answer: C**

Explanation:

The correct answer is 'no- as this was not the lollypop sticks intended purpose'. When deciding if something is fit for purpose, you must consider its intended and common purpose. In this case it would be for making lollypops. As the garden centre is using them for something other than their intended purpose, they can't complain if it doesn't work. Fit for purpose is discussed on p.65 p.s. there's a Question: like this in the real exam - it's just not lollypop sticks ; )

#### NEW QUESTION # 107

Which of the following are the stages of team development?

- A. Starting, forming, benchmarking, performing
- **B. Forming, storming, norming, performing**
- C. Introducing, forming, managing, performing
- D. Beginning, working, reviewing, performing

**Answer: B**

Explanation:

The stages of team development as defined by Tuckman include forming, storming, norming, and performing. These stages reflect how teams evolve and mature through collaboration and problem-solving.

#### NEW QUESTION # 108

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