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CIPS L4M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> The role between relationships as a provider and the achievement of added value processes Understand the dynamics of relationships in supply chains
Topic 2	<ul style="list-style-type: none"> Understand processes and procedures for successful working with stakeholders Identify main job-related activities for successful working
Topic 3	<ul style="list-style-type: none"> Analyse the purpose of any activities (processes) and practices in working goods and services The role between organisations in supply networks
Topic 4	<ul style="list-style-type: none"> Identifies to identify history, supplier and purchaser positioning Describe identification, assessment and selection
Topic 5	<ul style="list-style-type: none"> Compare the strategic consequences of transaction management Compare the sources of added value that can be achieved through supply chain practices

L4M6 Exam 2026 - Newest CIPS Supplier Relationships Exam Exam Practice

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CIPS Supplier Relationships Sample Questions (Q195-Q200):

NEW QUESTION # 195

A company has just hired a new cleaning firm to clean their offices. The specification for the clean was detailed in an appendix in the contract and included a list of pre-approved products that the cleaning firm should use. The cleaners that were sent to site had not read the contract and therefore did not use the appropriate products. What is the reason for the failure of this?

- A. Communication overload
- **B. Poor communication**
- C. Miscommunication
- D. Distortion of the facts

Answer: B

Explanation:

This is an example of poor-communication. The information was not passed from the person who signed the contract to the staff on site who were to do the cleaning. See p.158 on communication issues.

NEW QUESTION # 196

George is running a competition to find a supplier to install solar panels on the roof of his factory. The energy this produces will power some of the machines. Cost is an important factor, but there are also other considerations that are important such as how long the solar panels will last, and the maintenance costs if they ever break. What should George do?

- **A. Use a weighted award criteria**
- B. Run a separate tender for a company who can provide reactive maintenance to the solar panels
- C. Evaluate the bids on price only as this is an important factor
- D. Only invite suppliers he knows will be able to provide good quality products which won't break

Answer: A

Explanation:

George should use a weighted award criteria - this will allow him to judge suppliers not only on cost, but also on the quality of their products and whether or not they can provide maintenance. For example George could weight the bids in this way; 40% cost, 30% durability of the panels and 30% maintenance costs. For more information on how weighted award criteria works see p.78

NEW QUESTION # 197

'tail spend' is a common category used in procurement and describes a category of items. What characteristics do these items have?

- A. Low value, low volume
- **B. Low value, high volume**
- C. High value, high volume
- D. High value, low volume

Answer: B

Explanation:

Tail spend items are low value, high volume. P. 132

NEW QUESTION # 198

Varying levels of commitment is one reason why many partnerships fail. Why is this?

- **A. It can lead to a lack of trust**
- B. One party doesn't fulfil their KPIs

- C. Sufficient time and resources are put in
- D. Less profit is made.

Answer: A

Explanation:

The correct answer is 'It can lead to a lack of trust' - this is a quote from p.162. The other answers are all incorrect; in a partnership KPIs are joint between the parties- so there wouldn't be a situation where one party doesn't fulfil their KPIs. Commitment doesn't necessarily have a direct correlation with profit so that answer is incorrect. 'Sufficient time and resources are put in' is a positive thing, so can't be a reason who a partnership fails.

NEW QUESTION # 199

Which of the following are examples of ways in which businesses can add value? Select THREE that apply.

- A. Reducing customer service levels
- B. Investing in customers
- C. Offering convenience
- D. Creating a win-win price
- E. Product features and benefits
- F. Through delivering excellent service

Answer: C,E,F

Explanation:

Adding value involves enhancing customer experience through excellent service, providing differentiated product features, and offering convenience. These align with procurement strategies aimed at driving customer satisfaction and loyalty.

NEW QUESTION # 200

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