

# Free PDF 2026 L4M6: CIPS Supplier Relationships—Professional Reliable Test Sample



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 2020

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CIPS L4M6 exam is a crucial step for procurement professionals seeking to upskill and advance their careers. L4M6 exam covers the topic of supplier relationships and their importance in procurement. L4M6 Exam is designed to test the candidate's knowledge of how to establish, manage and develop supplier relationships that will benefit their organization.

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## CIPS Supplier Relationships Sample Questions (Q233-Q238):

### NEW QUESTION # 233

Significant differences in corporate cultures can lead to the failure of a partnership relationship between two organisations. Is this statement correct?

- A. No, it is easy to change corporate culture so the two organisations will align quickly
- B. No, the organisations can continue to operate separately so this is not an issue
- C. Yes, in a partnership the organisations merge, so the cultures must be the same
- D. Yes, the compatibility of cultures should be considered at the outset

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation:

Cultural compatibility is crucial in partnership relationships. Differences in corporate culture can lead to misunderstandings, misaligned objectives, and conflicts, ultimately jeopardizing the partnership's success.

Therefore, assessing cultural compatibility at the outset is essential.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 234

Agile Cars Ltd is creating a 'lean' business model which involves receiving deliveries of components only when they are required. Which of the following 'wastes' is being removed from the business?

- A. Over-production
- B. Defects
- C. Inventory
- D. Transportation

**Answer: C**

Explanation:

This would reduce inventory (holding stock). Inventory is considered a business waste because it costs money to store stuff (e.g. paying the rent on a warehouse, electricity to light it up etc). If you can reduce the need to store materials and components on site- you reduce costs. You also save time because you get deliveries when you need them- you don't need to allow for staff unpacking things, storing them away, then going back to them later when they need them. For more information on the 7 Business Wastes see p.70. This comes up in a couple of modules, so it's worth remembering.

### NEW QUESTION # 235

Which of the following statements are true regarding the characteristics of a restricted market? Select TWO that apply.

- \* The marketplace is heavily regulated by Governments and legislation
- \* Existing suppliers within the marketplace offer excellent services
- \* There are many suppliers already in operation within the marketplace
- \* High financial investment is required to enter the marketplace

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

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation:

A restricted market is characterized by high barriers to entry, often due to stringent government regulations and the need for substantial financial investment. These factors limit the number of new entrants, resulting in a market dominated by a few established suppliers. While existing suppliers may offer excellent services, the key defining features of a restricted market are the regulatory constraints and the significant capital required to compete.

Reference:

CIPS L4M6 Study Guide

#### NEW QUESTION # 236

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. Competing- the supplier needs to earn more money as they are struggling financially
- 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. Accommodating- the supplier should show a large degree of co-cooperativeness as the buyer is important to their survival**

**Answer: D**

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 # 237

Canadian Office Furniture Manufacturing Ltd (COFM) was trying to enter the Australian market, but without any success. The main issue is that the Australian government supports local manufacturers. COFM has successfully bid to acquire an Australian office furniture manufacturer. Which of the following benefits will COFM achieve by the acquisition?

- \* Accessing the restricted local market
- \* Removing the government support for local manufacturers
- \* Decreasing the competition between local manufacturers
- \* Improving its knowledge of the local market

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

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation:

By acquiring an Australian office furniture manufacturer, COFM can:

\* Access the Restricted Local Market: Acquisition allows COFM to operate as a local entity, thereby overcoming barriers to entry and benefiting from any local government support available to domestic manufacturers.

\* Improve Knowledge of the Local Market: The acquired company brings with it an understanding of local customer preferences, regulatory requirements, and market dynamics, which is invaluable for successful operations.

However, the acquisition does not remove government support for other local manufacturers, nor does it necessarily decrease competition.

Reference:

CIPS L4M6 Study Guide

#### NEW QUESTION # 238

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