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The CIPS L4M6 Exam Questions give you a complete insight into each chapter and an easy understanding with simple and quick-to-understand language. The CIPS L4M6 exam dumps are the best choice to make. The common problem CIPS L4M6 Exam applicants face is seeking updated and real CIPS L4M6 practice test questions to prepare successfully for the cherished CIPS Supplier Relationships L4M6 certification exam.

CIPS Supplier Relationships Sample Questions (Q211-Q216):

NEW QUESTION # 211

A comprehensive approach to managing the termination of a contractual relationship would include ...

- A. Giving qualitative feedback only
- B. **Setting remedies and compensation for contractual breaches**
- C. Attacking the personalities, not the problem
- D. Setting aside the value of existing work done by both parties

Answer: B

Explanation:

Effective termination includes remedies and compensation to address any contractual breaches, ensuring fairness and compliance with legal and ethical obligations.

NEW QUESTION # 212

A buyer is seeking to set up an agreement for one year for the purchase of paper. They complete a tender exercise and supplier X wins the contract, and all other suppliers are told that they will not be needed for the next 12 months. Where would the buyer place supplier X on the relationship spectrum?

- A. Transactional
- B. Partnership
- C. Arms length
- D. Single sourced

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

When a buyer selects a single supplier for a specific period, such as a one-year contract, and excludes other suppliers during this time, this is referred to as a single sourced relationship. This approach is often used to consolidate purchases, achieve economies of scale, and build a more streamlined procurement process for specific goods or services.

Reference:

"Single sourcing involves selecting one supplier for a particular item or service, often for a defined period, to streamline procurement and potentially achieve better terms." - CIPS L4M6 Study Guide

NEW QUESTION # 213

Hungry Sandwich Co. produces over 5,000 freshly made sandwiches on-site every day. The main ingredient that Hungry Sandwich Co. buys is bread. It is the item they spend the most money on, and they have a long-term partnership agreement with a local bakery to manufacture and supply fresh bread every morning. Using a supplier positioning matrix, which is the appropriate category for bread for Hungry Sandwich Co.?

- A. Abundant
- B. Strategic
- C. Non-critical
- D. Bottleneck

Answer: B

Explanation:

Bread is a strategic item due to its high spend and critical role in daily operations. A partnership approach ensures consistent quality and reliability, aligning with strategic supplier management principles.

NEW QUESTION # 214

A software developer is seeking to develop a new fitness trends app. They are looking to create a contract with a fitness expert to give advice on the type of changing fitness trends. What agreement should the app developer aim to achieve?

- A. Quality-based relationship
- B. Partnering relationship
- C. Cost-based relationship
- D. Traditional contracting relationship

Answer: B

Explanation:

Comprehensive and Detailed Explanation:

In scenarios requiring specialized expertise and collaborative input, a partnering relationship is most appropriate. This type of relationship fosters close cooperation, shared goals, and mutual trust, enabling both parties to contribute effectively to the project's success.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 215

Which of the following factors are considered when using the Kraljic Model to determine the kind of supply relationships and sourcing approaches for a category of items? Select TWO that apply.

- A. The market structure
- B. Key performance indicators
- C. The type of tendering
- D. The level of spend
- E. Supplier pre-qualification

Answer: A,D

Explanation:

Comprehensive and Detailed Explanation:

The Kraljic Matrix is a strategic tool used to segment the supply base and develop differentiated purchasing strategies based on two key dimensions:

* Profit Impact (Level of Spend): This refers to the financial significance of the item or service to the organization. High expenditure items have a greater impact on profitability and thus require more strategic sourcing approaches.

* Supply Risk (Market Structure): This pertains to the complexity and dynamics of the supply market, including factors like the number of suppliers, market competitiveness, and potential for supply disruptions. Understanding the market structure helps in assessing the risk associated with sourcing particular items.

By analyzing these two factors, organizations can categorize their purchases into four quadrants-non-critical, leverage, bottleneck, and strategic items-and tailor their sourcing strategies accordingly.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 216

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