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L4M6 : Supplier Relationships



► Mendelow's matrix and Stakeholders mapping

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CIPS L4M6（CIPS供應商關係）認證考試旨在評估採購專業人員在管理和開發成功供應商關係方面的知識和技能。此認證對於負責供應商選擇、評估和開發的個人以及參與協商合同和管理供應商績效的人士非常理想。

CIPS L4M6 資格認證考試是採購和供應鏈專業人士所必須的資格，能夠卓越地管理供應商關係。該認證涵蓋了供應商選擇、評估和績效管理等關鍵主題，讓專業人士能夠發展和維護長期的供應商關係。該認證在全球範圍內得到承認，受到雇主高度重視，是希望在採購和供應鏈管理領域提高職業前景的專業人士的優秀投資。

CIPS L4M6是一個重要的考試，專注於供應商關係領域。該考試適合從事採購和供應鏈管理工作，希望深入了解如何有效管理供應商關係的人。該考試同時也適用於希望獲得CIPS採購和供應水平4級文憑的人。

>> L4M6考試證照綜述 <<

專業L4M6考試證照綜述通過CIPS Supplier Relationships - 專家推薦

我們PDFExamDumps CIPS的L4M6的考題按照相同的教學大綱，其次是實際的CIPS的L4M6認證考試，我們也是不斷的升級我們的培訓資料，你得到的所有產品高達1年的免費更新，你也可以隨時延長更新訂閱時間，你將得到更多的時間來充分準備考試。如果你還為了要不要使用PDFExamDumps這個網站的培訓資料而感到困惑或者猶豫不決，那麼你可以先在PDFExamDumps網站裏下載部分關於考試的試題及答案，免費試用，如果它很適合你，你可以再去購買也不遲，保證你絕不後悔。

最新的 CIPS Level 4 Diploma in Procurement and Supply L4M6 免費考試真題 (Q249-Q254):

問題 #249

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

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

答案： C

解題說明：

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

問題 #250

Red Ltd and Blue Ltd have had a disagreement over a high value project they have been partnering on. They have been unable to resolve the issues inhouse and Red Ltd has suggested Mediation as an option. Is this a good option?

- A. Yes- mediation means the buyer and supplier agree to accept a third party's decision which will solve the disagreement issues
- B. No- mediation could have a negative impact on the companies' reputation
- C. Yes- mediation involves a neutral third party and gets both parties to attempt to reach a compromise
- D. No- it would be better to solve the disagreement in-house

答案： C

解題說明：

The correct answer is 'Yes- mediation involves a neutral third party and gets both parties to attempt to reach a compromise'. Be careful not to confuse mediation with arbitration - arbitration is when the buyer and supplier agree to accept a third party's decision which will solve the disagreement issues. See p.112 for more information on solving disputes

問題 #251

Which of the following relationship types are characterised by low levels of trust? Select TWO options

- A. Partnership
- B. Outsourced
- C. Single- Sourced
- D. Adversarial(Correct)
- E. Arm's Length

答案： D,E

解題說明：

Adversarial and Arm's Length relationships have low levels of trust. Single Source, Partnership and Outsourcing require high level of trust. See p.5 for the Supplier Relationship Spectrum

問題 #252

Fred is a new procurement manager at a large engineering firm. They procure 100s of components and use these to make kitchen appliances such as kettles and toasters. He has been asked by his manager to look into procuring a new component which will go

into a new environmentally friendly kettle and has been asked to ensure that the firm receives value for money. What should Fred do?

- A. Invite known suppliers to bid for the contract
- B. Contact current suppliers to try and get a good deal
- C. Put together a business case to make the product in-house
- **D. Hold an open competition**

答案： D

解題說明：

Fred should hold a competition as this is a 'key way of achieving value for money' p.67. Fred shouldn't put a business case together to make the product in-house without doing a make vs buy analysis, and that analysis showing make is the way to go. As the firm buy in 100s of components, it's very unlikely that making the component in-house would bring 'value for money'. He should also be careful of only looking at current suppliers or known suppliers- the best supplier of this new component might be unknown to the engineering firm at present.

問題 #253

Price fluctuations can affect profitability. Is this statement correct?

- **A. Yes, if the product's costs increase and the price does not**
- B. No, price is not related to profitability
- C. No, only decisions made by the chief executive affect the price
- D. Yes, as sales may drop if the product is price inelastic

答案： A

解題說明：

Profitability is impacted when product costs rise without corresponding price adjustments. Understanding cost- price relationships is key to managing profitability in procurement.

問題 #254

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L4M6熱門考題: https://www.pdfexamdumps.com/L4M6_valid-braindumps.html

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