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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 objectives 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 roles and responsibilities suitable for successful working
Topic 3	<ul style="list-style-type: none"> Analyse the purpose of organisational processes and practices in working with suppliers or services The role between organisations in supply networks
Topic 4	<ul style="list-style-type: none"> Strategies to identify, develop and purchase procurement Supplier identification, selection and retention
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 procurement steps

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CIPS Supplier Relationships Sample Questions (Q10-Q15):

NEW QUESTION # 10

In the STEEPLD framework, which of the following is an economic factor?

- A. Demographics
- **B. Unemployment rates**
- C. Supply chain labor standards
- D. Election results

Answer: B

Explanation:

Economic factors such as unemployment rates affect labor availability, wages, and consumer purchasing power, directly impacting business operations and supply chains.

NEW QUESTION # 11

A doctor's surgery requires a complex database system to manage all of its patients data, which is highly sensitive. The system also needs to link to other departments of the health service such as physiotherapy and intensive care. The Manager of the surgery is considering outsourcing the management of the database to an IT company. What is the Manager's main motivation for doing this?

- A. This will result in economies of scale
- B. This will result in cost-savings
- **C. The supplier is an expert in their field**
- D. This will free-up internal resources

Answer: C

Explanation:

The reason for outsourcing in this example is that the IT firm is an expert in their field. The requirement is complex and important and this is the reason why it is not being delivered in-house. The other answers given CAN be reasons for out-sourcing, but don't relate to this example. For a full list of reasons a company could use outsourcing see p. 4-5

NEW QUESTION # 12

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

Answer: B

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 # 13

A hospital located in a remote area of the country experiences difficulties in attracting and recruiting staff.

Therefore, the hospital regularly has to use temporary staff from a staffing agency. Human resourcing is critical, as a reduced workforce would result in patient safety issues and the cancellation of urgent appointments. The procurement team has categorised the staffing agency as a strategic supplier to the organisation. Which of the following sourcing relationships should the procurement team adopt with the agency?

- A. Competitive sourcing
- B. Transactional sourcing
- C. Partnership sourcing
- D. Tactical sourcing

Answer: C

Explanation:

CIPS defines strategic suppliers as those that are critical to organisational performance, continuity of service, and risk management.

In this scenario, the staffing agency directly impacts:

- * Patient safety
- * Operational continuity
- * Service delivery

For strategic suppliers, CIPS recommends adopting a partnership sourcing relationship, characterised by:

- * Long-term collaboration
- * High levels of trust and communication
- * Joint problem-solving and planning
- * Shared responsibility for performance outcomes

Transactional, tactical, or competitive sourcing approaches focus on short-term cost and flexibility and are not appropriate where service failure could have severe consequences.

L4M6 Reference:

- * Learning Outcome 3: Understand approaches to managing supplier relationships
- * Topic: Strategic suppliers and partnership sourcing
- * CIPS L4M6 Study Guide - Supplier segmentation and relationship strategies

NEW QUESTION # 14

Andrew runs a factory that makes cakes. Vanilla Extract is a vital ingredient in Andrew's cakes and this is a monopolistic market.

Andrew has noticed recently that the quality of the supplier's product has reduced, and this has led to several complaints from customers. Andrew is considering entering into a Partnership with this supplier as he believes this will help increase the supplier's performance. Is this the correct thing to do?

- A. No- Andrew should use an alternative supplier
- B. Yes- partnership sourcing will improve sales figures
- C. Yes- partnership sourcing can improve performance which will ultimately satisfy the end customer
- D. No- Andrew should outsource the vanilla extract.

Answer: C

Explanation:

The correct answer is 'Yes- partnership sourcing can improve performance which will ultimately satisfy the end customer'. The important thing to note in this Question: is the word 'monopolistic'. This means that there are no alternative suppliers- so the 'no' options are wrong- there are no alternative suppliers and no opportunity to outsource. The other answer is incorrect as sales figures isn't Andrew's concern - it's the complaints and quality of the product. Improving performance to satisfy end customers is therefore his main driver for considering a Partnership. See p. 127 for more information on Drivers of Partnership Sourcing. This comes up a lot in the exam

NEW QUESTION # 15

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