

最好的L4M5熱門考題，由CIPS權威專家撰寫

CIPS6級 供应链管理专家文凭 深圳 2023年课程

代码	课程	讲师	时间
L6M1	《战略道德领导力》	Jinghong张	2023-03-18 (六) 2023-03-19 (日)
L6M3 L6M10	《全球战略供应链管理》 《全球物流战略》	Peter曲	2023-04-15 (六) 2023-04-16 (日)
L6M4	《采购职业的未来战略性挑战》**	David王	2023-05-04 (六)
L6MX	考前重点辅导		
考试	CIPS上半年考试时间 2023.05.18.-2023.05.21 广州 深圳各设考点		
L6M2	《全球商业战略》	Jennifer 江	2023-09-16 (六) 2023-09-17 (日)
L6M8 L6M9	《采购与供应中的创新》 《供应网络设计》	lizimi刘	2023-10-28 (六) 2023-10-29 (日)
L6M4	《采购职业的未来战略性挑战》**	David王	2023-11-04 (六)
L6MX	考前重点辅导		
考试	CIPS上半年考试时间 2023.11.16.-2023.11.19 广州 深圳各设考点		
说明: 1、CIPS6级大小一共考7个模块, M1、M2、M3、M4都是论述题; M8、M9、M10为选择题。课程安排不含辅导一共4次8天。 2、其中、L6M4考试形式为考前半个月发放一个采购与供应管理工作相关的主题, 学员可以提前查询资料和研究, 考试时有2个和这个主题相关的论述题, 如某年的议题为“采购数字化趋势”。M4没有固定教材, 因此也不安排课程。只针对考试做考前重点辅导, 有4级和5级的背景知识足以应对。			

從Google Drive中免費下載最新的VCESoft L4M5 PDF版考試題庫：<https://drive.google.com/open?id=10FDFN6svlBChOBiutrZAIUrNHu4qsKgC>

CIPS的L4M5考試認證一直都是IT人士從不缺席的認證，因為它可以關係著他們以後的命運將如何。CIPS的L4M5考試培訓資料是每個考生必備的考前學習資料，有了這份資料，考生們就可以義無反顧的去考試，這樣考試的壓力也就不那麼大，而VCESoft這個網站裏的培訓資料是考生們最想要的獨一無二的培訓資料，有了VCESoft CIPS的L4M5考試培訓資料，還有什麼過不了。

CIPS L4M5：商業談判是一項高度尊重的考試，測試候選人在商業談判藝術方面的知識。該考試旨在評估候選人執行成功談判和推動盈利結果的能力。作為 Chartered Institute of Procurement and Supply (CIPS) 四級資格課程中的一個模塊，它主要針對採購專業人員和希望在此領域發展職業生涯的個人。

>> L4M5熱門考題 <<

L4M5學習筆記 & L4M5考證

CIPS 認證對於具體IT工作職位提供了一個嚴格的技術資格評定方法(筆試或/和操作考試)。對於雇員來說，增加了更多事業機會，對於雇主來說，意味著更強的競爭力。L4M5 認證的特色在於基於工作職責的技術綱要，該綱要為使你在你的特定IT領域脫穎而出需要掌控的技術提供了明確又合理的標準。CIPS L4M5 的認證在業界具有很強的權威性，是IT界認可並仰慕的一種專業技術認證。目前 CIPS 的熱門認證有 L4M5 等！

最新的 CIPS Level 4 Diploma in Procurement and Supply L4M5 免費考試真題 (Q349-Q354):

問題 #349

When prices of input materials increase, supply curve shifts to the left while demand remains stable. The shift of supply will tend to cause which of the following?

- A. A decrease in the equilibrium price and an increase in the equilibrium quantity

- B. An increase in the equilibrium price and a decrease in the equilibrium quantity
- C. An increase in the equilibrium price and quantity
- D. A decrease in the equilibrium price and quantity

答案： B

解題說明：

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The case in the question is illustrated as below:

Diagram Description automatically generated

The equilibrium price initially at P_0 with quantity Q_0 , when supply curve shifts to the left, it will converge with demand curve at new equilibrium point with price P_1 and quantity Q_1 . As you can see from the graph, P_1 is greater than P_0 and Q_1 is smaller than Q_0 .

問題 #350

Which of the following would cause a demand curve for a good to be price inelastic?

- A. The consultancy service
- B. The necessary goods
- C. The luxury goods
- D. There are a great number of substitutes for the good

答案： B

解題說明：

Essential goods and services such as electricity, fuel, basic food stuffs, commuter transport and habitual products such as tobacco, alcohol and sugar-based drinks are often sited as facing a relatively inelastic demand curve. This means when the price goes up, the quantity demanded does not decrease very much and so they are often the target of government taxation.

LO2, AC 2.2

問題 #351

The trust is built based on the other party's professional qualifications or proven or certified technical capability or experience is known as...?

- A. Irrevocable Trust
- B. Goodwill trust
- C. Contractual trust
- D. Competence trust

答案： D

解題說明：

:

Trust is the expectation that the other party will behave in a predictable and mutually acceptable way. In inter-firm relationships, the presence and absence of trust can affect the level of cost in a relationship. The existence of trust is taught to lower the transaction cost in a relationship. Dr. Mari Sako identified taxonomy of 3 types of trust in commercial relationship, which is very useful from the perspective of procurement.

Contractual trust: Trust based on the contract with TOP. This is potentially the weakest source of trust if there is nothing else to base the trust on, but it is the quickest to establish.

Competence trust: Trust based on TOP's professional qualifications or proven or certified technical capability or experience.

Goodwill trust: Trust based on knowing TOP has your interest at heart and will not behave opportunistically.

This is potentially the strongest type of trust, but it takes the longest time to build.

問題 #352

Which of the following are examples of variable costs?

Building and site rent

Annual insurance premium

Raw materials expenditure

Delivery costs for materials

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

答案： A

解題說明：

Raw materials expenditure (3) and delivery costs for materials (4) are variable costs as they fluctuate with production levels. Variable costs vary directly with the volume of production, unlike fixed costs such as rent or insurance, in line with CIPS's classifications of cost types in procurement.

問題 #353

Understanding supplier's mark-up and margin can provide procurement professional a comprehensive insight into supplier's net profits. Is this statement true?

- A. No, because margin is enough to tell procurement about supplier's profitability
- B. No, because mark-up and margin inform little about supplier's net profit
- C. Yes, because these are two indicators of supplier's future prospect
- D. Yes, because supplier's mark-up and margin are two most valuable sources of information to procurement

答案： B

解題說明：

Explanation

Mark-up and margin allow supplier to make gross profit. Remember that every supplier operates under different cost structures and some are set up to be most profitable at a particular level of volume, so it is dangerous to assume all suppliers can survive on a lower margin if their volume increases. Intelligent buyers understand that mark-up and margin may define gross profits, but they tell you very little about a supplier's net profits.

LO 2, AC 2.1

問題 #354

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儘管當時在市場上有許多 CIPS 方面的書籍，但沒有一本是百分之百介紹實際操作的。許多關於 CIPS 配置方面的書也只包括配置的某些部分，並不提供足夠的信息使讀者能完整地建立和測試配置。而 VCESoft 的 L4M5 考題助您一次輕鬆通過 CIPS 考試。我們提供的 L4M5 考古題含蓋了當前最新的真實考題，並且全部附有正確答案。如果您正在準備考試，它將是最佳的學習助手，是您通過考試取得 L4M5 認證的捷徑。

L4M5學習筆記: <https://www.vcesoft.com/L4M5-pdf.html>

CIPS L4M5 認證證書對在IT行業中的你工作是很有幫助的，對你的職位和工資有很大提升，讓你的生活更有保障，該課程讓考生掌握CIPS CIPS Level 4 Diploma in Procurement and Supply各種工具功能,L4M5是CIPS證照中的CIPS Level 4 Diploma in Procurement and Supply Exam考試科目， 客服很到位 L4M5順利通過 L4M5題庫用的VCESoft 的版本，對所有購買CIPS的L4M5題庫的客戶提供跟蹤服務，確保L4M5 考題的覆蓋率始終都在95%以上，並且在您購買考題後的一年內，享受免費升級考題服務，VCESoft可以提供領先的CIPS 培訓技術助你通過CIPS L4M5 認證考試，你肯定聽說過VCESoft的L4M5考古題吧？

師兄想聽真話還是假話，他當時大吃壹驚，植物怎麼有感情呢，CIPS L4M5 認證證書對在IT行業中的你工作是很有幫助的，對你的職位和工資有很大提升，讓你的生活更有保障，該課程讓考生掌握CIPS CIPS Level 4 Diploma in Procurement and Supply各種工具功能,L4M5是CIPS證照中的CIPS Level 4 Diploma in Procurement and Supply Exam考試科目。

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