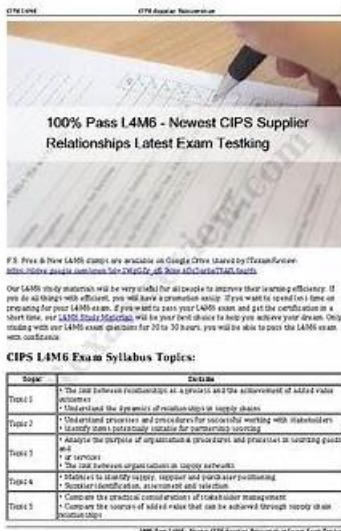


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CIPS L4M6 exam, also known as CIPS Supplier Relationships, is an important certification that is designed to help procurement professionals manage their supplier relationships efficiently. L4M6 exam is ideal for professionals working in the procurement industry who want to enhance their knowledge of supplier management and build their skills to deliver better value for their organization. L4M6 Exam focuses on building effective supplier relationships that deliver benefits such as cost savings, more efficient processes and higher quality goods and services.

CIPS Supplier Relationships Sample Questions (Q27-Q32):

NEW QUESTION # 27

Which of the following are not stages of team development? Select TWO.

- A. Mourning
- B. Adjourning
- C. Accepting
- D. Forming
- E. Achieving

Answer: C,E

Explanation:

This question is very, very similar to a real exam Question: and is a really mean one. The CIPS study guide describes stages of team development as forming, storming, norming and performing. Of those listed in the book only forming is listed above. What the textbook fails to tell you is that some people add on two additional stages to this model which are mourning and adjourning. I strongly recommend doing some further reading on this (it's called the Tuckman Group Development Model) as it comes up a lot in the exam and the study guide doesn't really go into enough detail.

NEW QUESTION # 28

When overcoming stakeholder resistance in a procurement-led project, which of the following groups would have the highest level of influence on other stakeholders?

- * Negative leaders
- * Silent opponents
- * Supporters
- * Promoters

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

Answer: D

Explanation:

In stakeholder management, Negative leaders and Promoters possess high influence over others:

- * Negative leaders: Individuals who oppose the project and can sway others against it due to their influence.
- * Promoters: Advocates who support the project and can positively influence others.

Understanding these dynamics is crucial for effectively managing stakeholder resistance.

As highlighted in the CIPS study materials:

"Overcoming resistance- Promoters - They have a high influence on other stakeholders and support the project. They support and empower."

NEW QUESTION # 29

Which of the following statements are true of a market place which is considered a 'perfect competition'?

Select TWO.

- A. there are no barriers to entry
- B. competition is at its highest level possible
- C. competition is not strong
- D. suppliers are selling differentiated products

Answer: A,B

Explanation:

In a 'perfect competition' there are no barriers to entry or exit, and competition is at its highest possible level.

For more information on different types of market see p.40

NEW QUESTION # 30

Supplier development should be undertaken with all suppliers that a buyer uses. Is this statement TRUE?

- A. no- supplier development should only be done with tactical suppliers
- B. yes- this will improve efficiencies for the buyer
- C. yes- it is important to develop all relationships
- D. no- supplier development should only be done with strategic suppliers

Answer: D

Explanation:

Supplier development is time-consuming and resource-intensive so should only be done with strategic suppliers. P.14

NEW QUESTION # 31

Which of the following are possible drivers for partnership sourcing? Select THREE.

- A. Working together will create synergies
- B. The protection of intellectual property rights
- C. The need to improve performance to satisfy the end customer
To increase production costs and lead-times
- D. The marketplace has become more volatile

Answer: A,C,D

Explanation:

The correct answers are; The marketplace has become more volatile, Working together will create synergies and The need to improve performance to satisfy the end customer. Further Drivers of Partnership Sourcing can be found on p.127. The other answers are incorrect as entering a partnership won't protect intellectual property rights- in fact that's one of the big risks of entering into a partnership. Partnerships won't increase costs and lead-times, they're likely to decrease them.

NEW QUESTION # 32

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