

# L4M6 Exam Outline - L4M6 Guaranteed Questions Answers



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CIPS Level 4 – Diploma in Procurement and Supply

## Supplier Relationships [L4M6]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

L4M6 Sample Questions V5 Sept 2028

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CIPS L4M6 exam is a globally recognized qualification that demonstrates a candidate's proficiency in supplier relationship management. It provides candidates with the knowledge and skills they need to manage supplier relationships effectively, which is essential for achieving organizational goals. L4M6 Exam is recognized by employers worldwide and can enhance a candidate's career prospects in procurement and supply chain management.

>> L4M6 Exam Outline <<

## L4M6 Exam Outline - 100% Excellent Questions Pool

Now we can say that CIPS Supplier Relationships (L4M6) exam questions are real and top-notch CIPS L4M6 exam questions that

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CIPS L4M6 (CIPS Supplier Relationships) Exam is an essential certification for procurement and supply professionals who want to advance their knowledge and skills in managing supplier relationships. L4M6 exam is designed to test the candidates' ability to develop and manage effective supplier relationships that are beneficial to both parties. It covers various areas, including supplier selection, contract management, and supplier performance measurement.

To pass the CIPS L4M6 Exam, candidates need to have a comprehensive understanding of the procurement and supply process and the importance of effective supplier relationships. They should also be familiar with various supplier relationship management techniques and tools, including contract negotiation, supplier performance monitoring, and supplier risk management. With this certification, candidates will be able to demonstrate their expertise in managing supplier relationships and enhance their career opportunities.

## CIPS Supplier Relationships Sample Questions (Q134-Q139):

### NEW QUESTION # 134

The Pareto Principle is sometimes also known as what?

- A. ABC Analysis
- B. Five Forces
- C. Cost Engineering
- D. JIT

**Answer: A**

Explanation:

Pareto is the 80:20 rule- this can be adapted to talk about supplier relationships, where instead of having 2 categories there are now 3 (A B and C). CIPS use the terms Pareto and ABC interchangeably. See p.16 for further information

### NEW QUESTION # 135

Sugar Doughnut Ltd has a jam supplier that they have used successfully for over ten years. They have made investments in the supplier's factory to support them with capital equipment upgrades in return for cost reduction on jam. The two companies also collaborate on bids for large supermarkets when looking to supply doughnuts and work together on quality improvements. No contracts exist between the two companies. Could this relationship be said to be a partnership relationship?

- A. No, because they have only worked together for ten years
- B. Yes, because they have demonstrated close collaboration on various projects
- C. Yes, because they both operate in the food sector
- D. No, because contracts do not exist between the two companies

**Answer: B**

Explanation:

The relationship qualifies as a partnership due to their collaboration, shared investments, and mutual efforts toward improvement, regardless of the absence of formal contracts. Partnerships focus on shared goals, trust, and strategic alignment rather than mere documentation.

### NEW QUESTION # 136

Which of the following are typical examples of partnering between companies? Select the TWO that apply.

- A. Public limited company
- B. Strategic alliance
- C. Joint venture
- D. Limited company
- E. Sole trader

**Answer: B,C**

Explanation:

Comprehensive and Detailed Explanation:

Joint ventures and strategic alliances are common forms of partnerships between companies:

\* Joint Venture: A business arrangement where two or more parties agree to pool their resources for a specific task, creating a new entity.

\* Strategic Alliance: An agreement between companies to pursue objectives while remaining independent organizations.

"Sole trader," "limited company," and "public limited company" refer to business structures, not partnership arrangements.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 137

A company is about to invite tenders for a contract to clean external windows at several premises, all at least three storeys high. It is going to do this in two stages. For the first stage, it will issue a pre-qualification questionnaire (PQQ) and, from the replies, select at least five potential suppliers to invite to tender. Which of the following is a selection criterion rather than an award criterion?

- A. Risk assessments at the premises
- B. Price that will be charged
- C. Environmental impact assessment
- **D. Method statements for previous contracts**

**Answer: D**

Explanation:

Selection criteria focus on the supplier's capability and experience (e.g., method statements). Award criteria are used to evaluate and compare proposals during the tender process, such as price or environmental considerations.

### NEW QUESTION # 138

Polly Manufacturing is a company which manufactures bicycle parts. It has several factories around the country and is one of the leading suppliers of wheels, bells and pedals. Which of the following is Polly Manufacturing likely to outsource? Select TWO options.

- **A. Facilities Management**
- B. Manufacturing of all bicycle parts
- **C. Cleaning**
- D. Manufacturing of bells only

**Answer: A,C**

Explanation:

They could outsource cleaning and facilities management. These are auxiliary services. The manufacturing of bike parts is their 'core' business so they should retain this in-house

### NEW QUESTION # 139

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