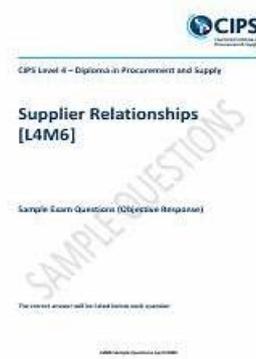


# Pass Guaranteed 2026 L4M6: CIPS Supplier Relationships Latest PDF Question



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CIPS L4M6 is an important exam that focuses on the area of supplier relationships. L4M6 exam is designed for people who are working in procurement and supply chain management, and wish to gain a deeper understanding of how to manage supplier relationships effectively. L4M6 exam is also for those who wish to obtain a CIPS Level 4 Diploma in Procurement and Supply.

CIPS L4M6 Certification Exam is designed for professionals who are interested in enhancing their knowledge and skills in managing supplier relationships. L4M6 exam is part of the Level 4 program offered by the Chartered Institute of Procurement and Supply (CIPS), which is a globally recognized professional body for procurement and supply chain management.

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## CIPS Supplier Relationships Sample Questions (Q173-Q178):

### NEW QUESTION # 173

In the Purchasing Portfolio Matrix, a leverage product is a product in a market where it is easy to switch suppliers and the quality is standardised. Is this TRUE or FALSE?

- A. False, the product is in a supply market which is highly complex and the product is of low importance
- B. False, the product is in a supply market which is highly complex and the product is of high importance
- C. True, the product is in a supply market which is of low complexity and the product is of high importance
- D. True, the product is in a supply market which is of low complexity and the product is of low importance

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation:

Leverage products are characterized by:

\* High profit impact: They significantly affect the company's bottom line.

\* Low supply risk: They are available from multiple suppliers, making it easy to switch if necessary.

These products often have standardized quality, and the competitive supply market allows buyers to negotiate favorable terms.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 174

Rachel and Jacky work in the procurement department of Foddy Foods Ltd. They have been told by their CEO to build better relationships with strategic suppliers as this will create value for money for the company.

In what ways can value for money be achieved by building strong relationships with suppliers? Select TWO.

- A. Innovation developed as part of collaborative projects
- B. Reducing costs
- C. Better payment terms
- D. Reduction of waste

**Answer: A,D**

Explanation:

Supplier relationships can result in value for money in the reduction of waste and in innovation developed as part of collaborative projects. Remember that in CIPS waste doesn't necessarily mean physical waste (as in stuff you don't want any more). There are 7 types of waste including waiting, inventory, transportation etc. So when you develop a relationship with a supplier, this can reduce waste (e.g. you may be able to get deliveries quicker by integrating your ordering system with the supplier's, or you might reduce transportation by agreeing a Consignment stock). Having a good relationship with a supplier isn't necessarily going to get you a reduction in cost or better payment terms. See p.70 for more details on this- there's a short list of ways in which good supplier relationships can bring value for money to a business.

### NEW QUESTION # 175

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

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

**Answer: A,B,C**

Explanation:

To increase production costs and lead-times

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 # 176

When developing a supplier partnership, a buyer can take either a strategic or reactive approach. What would be a reason for a reactive approach?

- A. You discover that the supplier has a high profit margin
- B. It will allow for consolidation in the supply chain
- C. Sudden changes in the marketplace
- D. The buyer wishes to create a new product and requires input from a supplier

**Answer: C**

Explanation:

The correct answer is 'Sudden changes in the marketplace' - this is a reason a buyer would be reactive.

Reactive is when something happens to you and it forces you to act in a certain way.

The other options would be strategic rather than reactive. P. 163

#### NEW QUESTION # 177

An amicable style approach to ending a buyer-supplier relationship would be most appropriate in which of the following circumstances?

- \* Where the potential pool of alternative suppliers is small
- \* Where the buyer has to continue working with the supplier during the termination period
- \* Where the buyer has adopted an arm's-length relationship throughout the contract
- \* Where a material breach of the contract has been committed leading to the termination

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

**Answer: C**

Explanation:

An amicable termination approach focuses on maintaining goodwill and professionalism when ending a contract. According to CIPS guidance, it is most appropriate in situations where:

\* The pool of alternative suppliers is small (1): Maintaining good relations is important to preserve future sourcing options. Burning bridges could reduce available suppliers in the future.

\* The buyer must continue working with the supplier during the notice/termination period (2): An amicable approach ensures cooperation during transition and avoids disruption to operations.

By contrast:

\* Arm's-length relationships (3) are transactional and generally require less concern about relationship preservation.

\* Material breaches (4) usually justify a firmer legal termination approach, rather than amicable negotiation.

Thus, the correct circumstances for an amicable style termination are 1 and 2.

#### NEW QUESTION # 178

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