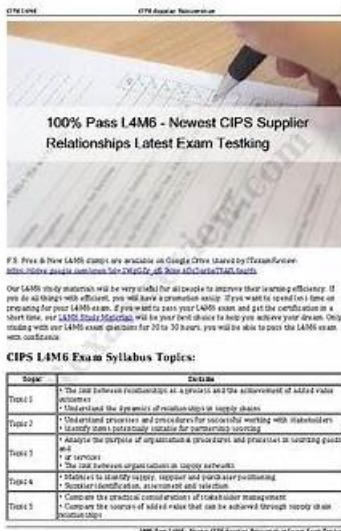


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CIPS L4M6 Exam, also known as the CIPS Supplier Relationships exam, is a comprehensive assessment that evaluates a candidate's knowledge and understanding of the supplier relationship management process. L4M6 exam is designed for procurement professionals who want to enhance their skills in managing supplier relationships and improve the effectiveness of their procurement strategies. It is an essential exam for individuals who have completed the CIPS Level 4 Diploma in Procurement and Supply and want to progress further in their procurement career.

CIPS Supplier Relationships Sample Questions (Q191-Q196):

NEW QUESTION # 191

Which of the following are primary activities, according to Porter's Value Chain? Select THREE.

- A. Marketing and Sales
- B. Inbound Logistics
- C. Operations
- D. Human Resources
- E. Procurement

Answer: A,B,C

Explanation:

This question refers to Porter's Value Chain (p.35). There's a couple of questions on this in the exam so try to learn it. Primary activities are; inbound logistics, operations, outbound logistics, marketing and sales, after sales- service

NEW QUESTION # 192

Barry is a procurement manager at Sea Biscuits, a company which manufactures biscuits in the shape of dolphins and starfish. He works in an office that orders stationary regularly for its 100 person workforce.

Stationary is a low-spend category item and Barry often orders stationary from different suppliers based on which supplier can provide the item the cheapest at that point in time. According to the Kraljic matrix, what type of suppliers provides stationary to Barry?

- A. strategic
- B. leverage
- C. Bottleneck
- D. routine

Answer: D

Explanation:

Stationary is a routine item; it is ordered often (as Barry uses different suppliers), it is a low category spend, and low risk to the business' operations (a late delivery of pens isn't going to stop the company making its biscuits). There are lots of questions on Kraljic in the exam - do revise this topic and ensure you understand each of the four quadrants of the matrix (see p.20)

NEW QUESTION # 193

Which of the following is an advantage for the supplier of entering into a partnership with a buyer?

- A. They may gain an increased volume of business
- B. There is more flexibility when selling the product
- C. They no longer have to try as hard to win business.
- D. The Intellectual Property Rights of the buyer become yours

Answer: A

Explanation:

The correct answer is 'They may gain an increased volume of business'. The other options are just not true. See p.130 for advantages and disadvantages of partnerships from both the buyer and supplier's perspective. This is a hot topic for the exam

NEW QUESTION # 194

What is the correct order for the 5 stages of team development?

- A. Norming, adjourning, storming, performing, forming
- B. Storming, norming, adjourning, performing, forming
- **C. Forming, storming, norming, performing, adjourning**
- D. Forming, storming, performing, adjourning, norming

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

Bruce Tuckman's model of team development outlines five stages:

- * Forming- Team members get acquainted and establish ground rules.
- * Storming- Members begin to communicate their feelings but still view themselves as individuals rather than part of the team.
- * Norming- People feel part of the team and realize that they can achieve work if they accept other viewpoints.
- * Performing- The team works in an open and trusting atmosphere where flexibility is the key and hierarchy is of little importance.
- * Adjourning- The team conducts an assessment of the year and implements a plan for transitioning roles and recognizing members' contributions.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 195

When using competitive forces theory, suppliers are powerful in which of the following situations? Select THREE that apply.

- A. The product is undifferentiated
- **B. The switching costs are high**
- **C. The product is highly differentiated**
- D. The volume purchased is not important
- E. There is potential for backward integration
- **F. There are few substitute products**

Answer: B,C,F

Explanation:

Suppliers gain power when their products have limited substitutes, are highly differentiated, or when switching costs are high. These factors reduce buyer leverage and increase supplier influence, as described in Porter's Five Forces model.

NEW QUESTION # 196

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