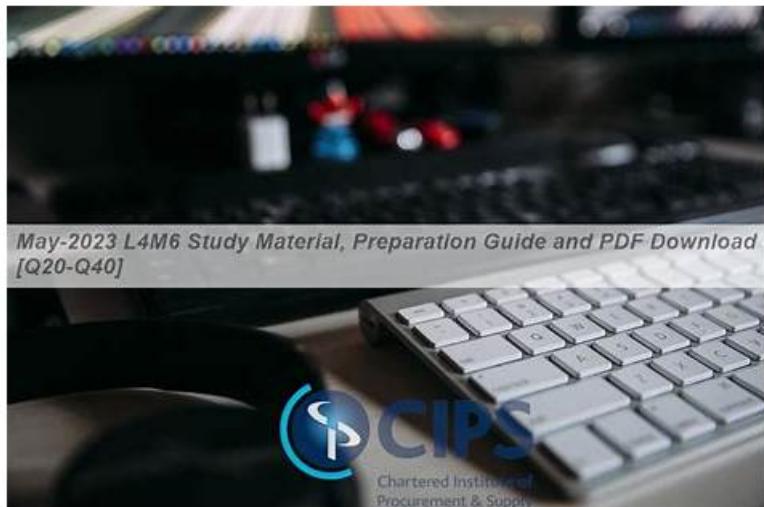


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The CIPS Supplier Relationships certification exam is suitable for procurement professionals who are involved in managing supplier relationships and are seeking to improve their understanding of the key principles, concepts and best practices that underpin effective supplier relationship management. L4M6 Exam covers a wide range of topics including the importance of supplier segmentation, supplier performance measurement, supplier collaboration, contract management, and supplier risk management.

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CIPS Supplier Relationships Sample Questions (Q187-Q192):

NEW QUESTION # 187

The executive board of a manufacturing company is requesting support from the procurement team because the company needs to improve its levels of profitability. After segmenting the overall spend by value and risk of supply, the senior buyer for the company is planning to undertake a cost modelling activity. This will be undertaken with a cross-organisational team of internal stakeholders and key strategic suppliers. What would be the buyer's initial objective from the cost modelling activity?

- A. To understand the supplier's investment plans
- B. To understand the supplier's financial status
- C. To understand the supplier's pricing strategy
- D. To understand the supplier's competitive threats

Answer: C

Explanation:

The primary objective of cost modelling is to dissect and comprehend the components that constitute a supplier's pricing. By understanding the supplier's pricing strategy, the buyer can identify cost drivers, negotiate more effectively, and seek opportunities for cost savings. This approach aligns with the CIPS L4M6 guidelines, emphasizing the importance of transparency and collaboration in supplier relationships.

NEW QUESTION # 188

Philip is working with a supplier where the annual spend is low but the market risk is high. What portfolio analysis category would be appropriate?

- A. Non-critical
- B. Strategic
- **C. Bottleneck**
- D. Leverage

Answer: C

Explanation:

Bottleneck items pose high risk despite low spend. Effective management of these suppliers minimizes supply chain disruptions, aligning with portfolio analysis strategies.

NEW QUESTION # 189

A comprehensive approach to managing the termination of a contractual relationship would include ...

- A. Giving qualitative feedback only
- B. Setting aside the value of existing work done by both parties
- **C. Setting remedies and compensation for contractual breaches**
- D. Attacking the personalities, not the problem

Answer: C

Explanation:

Effective termination includes remedies and compensation to address any contractual breaches, ensuring fairness and compliance with legal and ethical obligations.

NEW QUESTION # 190

A partnership was created between a company and one of its local suppliers when the managing directors of each company met and thought partnering could be a good idea. No other departments were included in the discussions. The partnership has been in place for over a year, but neither of the companies has achieved any additional benefits. The company has been unable to offer any increased business to the supplier, and the supplier has been unable to improve on the quality of its products. The partnership is going to be terminated.

What is a possible main reason for the failure of the partnership?

- A. Cultural differences
- B. Distance barrier
- **C. Poor planning**
- D. Market changes

Answer: C

Explanation:

Partnerships require careful planning, including alignment of goals, stakeholder involvement, and clear expectations. Poor planning leads to unmet objectives and lack of value generation, as highlighted by CIPS.

NEW QUESTION # 191

Gabriel is a procurement manager who wishes to explore a new avenue to procure products for his company. His manager has told him that he should invite internal stakeholders to a meeting to get their feedback. Who should Gabriel invite? Select THREE.

- A. suppliers
- B. legal department
- C. end-users
- D. employees
- E. customers

Answer: B,C,D

Explanation:

Internal stakeholders are those who work within the business so include the legal department, employees and end-users. End-users mean those people and departments who will be using the product or service. For example if Gabriel is procuring new software- an end-user would be anyone who would be using that software (whether they're employees, volunteers or agencies). CIPS outlines types of stakeholders on p.64

NEW QUESTION # 192

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