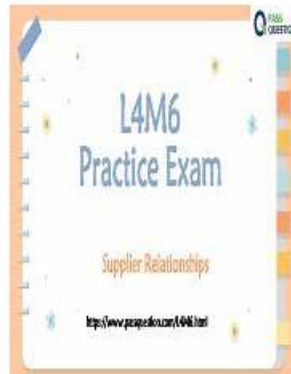


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By passing the CIPS L4M6 Exam, procurement professionals will demonstrate their knowledge and expertise in managing supplier relationships, which will help them in their career advancement and contribute to the overall success of their organization. CIPS Supplier Relationships certification will also help employers identify high-performing professionals who have the skills and knowledge needed to effectively manage supplier relationships and drive positive business outcomes.

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exam paper.

CIPS L4M6 exam is a globally recognized certification that demonstrates an individual's expertise in managing supplier relationships. It provides procurement professionals with the necessary skills to develop and maintain strong relationships with suppliers, which can lead to cost savings, improved quality, and increased innovation. CIPS Supplier Relationships certification also demonstrates an individual's commitment to professional development and their desire to enhance their skills and knowledge in procurement and supply chain management. Overall, the CIPS L4M6 Exam is an essential qualification for procurement professionals who want to excel in their careers and make a significant contribution to their organizations.

CIPS Supplier Relationships Sample Questions (Q112-Q117):

NEW QUESTION # 112

You work at XYZ manufacturers and a competitor has just released a rival washing machine to the product that you make. This model is proving popular with customers. What competitive force is at play?

- A. supplier power
- B. threat of substitution
- C. threat of new entrant
- D. buyer power

Answer: C

Explanation:

This is a threat of a new entrant. The competitor has now entered the washing machine market and is competing directly with you. This is not a threat of substitution as it is the same product. A substitution would be if they invented a new product that washed clothes and people started buying this instead of washing machines. There are many questions in the exam on Porter's 5 Forces - see p. 39

NEW QUESTION # 113

Which of the following activities are likely to be undertaken in Pareto Analysis?

- * Focusing on items that will leverage procurement's time in order to add value
- * Identifying items into leverage and strategic, thus helping to prioritise procurement activities
- * Separating items into critical few and trivial many to determine areas of higher spend
- * Helping to determine the buyer's attractiveness to the supplier

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

Answer: C

Explanation:

Pareto Analysis is based on the 80/20 principle, which CIPS uses to help procurement professionals:

- * Identify the small number of items accounting for the majority of spend or value
- * Focus effort where it adds the most value

Key activities include:

- * Prioritising procurement time and resources (Statement 1 #)
- * Separating spend into critical few and trivial many (Statement 3 #)

Statement 2 relates to Kraljic portfolio analysis, and Statement 4 relates to supplier preferencing, not Pareto.

L4M6 Reference:

- * Learning Outcome 1: Understand procurement analysis and segmentation tools
- * Topic: Pareto (80/20) analysis
- * CIPS L4M6 Study Guide - Spend analysis and prioritisation

NEW QUESTION # 114

Why is it more difficult for buyers in the public sector to build relationships with suppliers?

- A. There are regulations that state competitive tender processes must be undertaken regularly

- B. Buyer power is strong in the public sector
- C. There are regulations prohibiting public sector buyers from developing relationships
- D. Buyer power is weak in the public sector

Answer: A

Explanation:

It can be difficult for buyers in the private sector to build relationships with suppliers because of rules that state competitive tenders must be undertaken every few years (within the EU this is usually every 4). This means that both parties aren't as invested in developing the relationship as it's possible the contact will end shortly. Competitive tendering is a requirement in the public sector to ensure value for money for taxpayers. See p.79 for further details. There are no rules stating Public Sector organisations can't have good relationships with suppliers, and in fact most will have good relationships with their current suppliers- the issue is that neither party can get too invested in the relationship as everyone knows it may end shortly. There are rules, however, against entering into Partnership relationships (which is discussed in chapter 3).

NEW QUESTION # 115

Joseph works as a category manager for a large electricity supply company. His company is one of six electricity companies in the country. All have a high annual spend on the same specifications of cable. There are only five cable manufacturers capable of supplying the cables. Joseph has established all the suppliers use the same raw materials using the same types of manufacturing lines. Prices tendered by all suppliers are very similar. After paying for the cable, Joseph's company spends an additional 25% on moving and installing the cable. In order to enable Joseph to gain advantage over the other electricity companies, which type of supplier relationship should he adopt?

- A. Single-sourced
- B. Transactional
- **C. Partnership**
- D. Closer tactical

Answer: C

Explanation:

A partnership relationship allows Joseph to collaborate with suppliers on cost savings in manufacturing, logistics, and installation, providing a competitive edge over rival companies.

NEW QUESTION # 116

Danny is procuring a new IT software, which he doesn't know much about. He has done a bit of research on the internet but is still unsure how much he can expect to pay. What should be Danny's next step?

- A. Issue a RFQ
- **B. Issue a RFI**
- C. Issue an OJEU
- D. Issue an ITT

Answer: B

Explanation:

Danny should issue a RFI (Request for Information). His next step would be to find out more about the products available by asking suppliers for information- this will help him put a spec together before he goes out to tender. The other options mean; RFQ - request for quotation- when you ask suppliers to submit a price.

ITT- Invitation to tender - a document you send out to suppliers which details all the information about the tender (this usually involves both price and quality components of assessment). OJEU- Official Journal of the European Union- where tenders for the Public Sector are published. For more info on RFI see p.74

NEW QUESTION # 117

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