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The Chartered Institute of Procurement and Supply (CIPS) L4M6 exam is designed for individuals who want to enhance their understanding of supplier relationship management. Supplier relationship management is a crucial aspect of procurement and supply chain management that involves developing and maintaining strong relationships with suppliers to achieve mutually beneficial outcomes. L4M6 Exam covers topics such as supplier segmentation, supplier performance management, contract management, and supplier development.

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As the saying goes, to develop study interest requires to giving learner a good key for study, this is promoting learner active development of internal factors. The most function of our L4M6 question torrent is to help our customers develop a good study habits, cultivate interest in learning and make them pass their exam easily and get their L4M6 Certification. All workers of our company are working together, in order to produce a high-quality product for candidates. I believe that our L4M6 exam torrent will be very useful for your future.

CIPS L4M6 Certification Exam covers critical aspects of supplier management, including supplier selection, evaluation, and performance management. It also covers the development of strategic relationships with suppliers, contract management, and the

resolution of disputes. Procurement professionals who obtain this certification are well-equipped to manage supplier relationships effectively and ensure that their organizations receive the best value from their suppliers.

CIPS Supplier Relationships Sample Questions (Q88-Q93):

NEW QUESTION # 88

A team within a manufacturing company have been tasked to develop a new product for production. Initially, the team had a lot of ideas but disagreed on the design. They have now agreed and finalised the design and have assigned roles within the team, but are yet to complete the first production run. What stage of development is the team?

- A. Storming
- B. Performing
- C. Forming
- **D. Norming**

Answer: D

Explanation:

In the Norming stage of Tuckman's model of team development, teams begin to resolve their differences, appreciate each other's strengths, and respect authority. Agreement on design and role assignment indicates the team has moved past conflict (Storming) and is now functioning collaboratively, although not yet fully productive (Performing).

NEW QUESTION # 89

A university based in Europe has an objective to increase the number of students coming from the United States of America (USA). The university appoints a consultant with specialist knowledge of the USA market and has issued them with a performance-based specification. Which of the following is a characteristic of a performance specification?

- A. It provides details of how the services must be carried out
- B. It enables the buyer to detail technical information
- **C. It encourages innovation from the supplier**
- D. It ensures the supplier must conform with the specification

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

A performance specification outlines the desired outcomes or results without prescribing the exact methods to achieve them. This approach allows suppliers the flexibility to use their expertise and creativity to meet the buyer's requirements, thereby encouraging innovation.

Reference:

CIPS Procurement Specifications Guide

NEW QUESTION # 90

The Queen Victoria is a traditional British pub which serves a range of alcoholic beverages. It has a partnership relationship with a local brewery which supplies several types of beer and cider. Logistics is a key concern for the Queen Victoria as deliveries must be made when there is room in the cellar to store the barrels of beer and cider. In what ways could the logistics risk be reduced?

- **A. Sharing up-to-date information**
- B. Using several suppliers instead of one
- C. Issuing POs electronically.
- D. Batch ordering

Answer: A

Explanation:

The logistics risk can be reduced by 'Sharing up-to-date information'. If the Pub tells the supplier when it's running low, they can then time the deliveries more accurately.

P. 136. A lot of the questions on the

'Partnerships' chapters of the book are common-sense questions like this. It involves reading the question and using logic, rather than

relying on your knowledge of procurement. If you found this question easy - that's a good sign for the exam.

NEW QUESTION # 91

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

Answer: D

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 # 92

Richie has come up with a new idea for sourcing items for the business but feels that it will have mixed reviews within the team. He thinks that some people will be in favour of the idea, and some will be against it.

He doesn't think the CEO will have a strong opinion either way. In order to decide whether to put a business case together and present his idea to the CEO- what should Richie do?

- A. Cost Analysis
- B. Make vs Buy Analysis
- **C. Force Field Analysis**
- D. Value Engineering Analysis

Answer: C

Explanation:

Richie should do a Force Field Analysis - this is explained on p.86 and is an idea of Kurt Lewin - it identifies the driving forces for a project and the restraining forces (basically who will be for it and who will be against it). The textbook doesn't go into much detail on this but there are questions on it in the exam- so have a quick google to familiarise yourself with Kurt Lewin's Force Field Analysis.

NEW QUESTION # 93

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