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To take the CIPS L4M6 certification exam, candidates must have completed the CIPS Level 4 Diploma in Procurement and Supply or an equivalent qualification. L4M6 exam is delivered in a computer-based format, and candidates have two hours to complete it. L4M6 Exam consists of 60 multiple-choice questions, and a pass mark of 70% is required to obtain the certification.

## CIPS Supplier Relationships Sample Questions (Q89-Q94):

### NEW QUESTION # 89

Is it correct to suggest that the sole objective of partnership sourcing is to achieve the lowest acquisition cost?

- **A. No, because partnership sourcing considers 'lowest acquisition cost' together with aspects of supplier partnerships**
- B. Yes, because the concept of 'lowest acquisition cost' ignores the quoted price and focuses on long-term cost factors
- C. Yes, the concept of 'lowest acquisition cost' focuses on collaboration just like partnership sourcing does
- D. No, partnership sourcing is not applicable in one-off capital purchases where the concept of 'lowest acquisition cost' applies

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation:

Partnership sourcing is a strategic approach that emphasizes long-term collaboration between buyers and suppliers to achieve mutual benefits. While achieving a competitive acquisition cost is a component, it is not the sole objective. Partnership sourcing also focuses on:

\* Quality Improvement: Ensuring that products or services meet or exceed quality standards.

\* Innovation: Collaborating on new product development and process improvements.

\* Risk Management: Sharing information to anticipate and mitigate risks.

\* Supply Chain Efficiency: Streamlining processes to reduce lead times and inventory levels.

Therefore, while cost is important, partnership sourcing encompasses a broader range of objectives aimed at creating value for both parties.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 90

A procurement manager has established a project steering committee to undertake regular reviews and audits, and to ensure a successful buyer/supplier long-term partnership. The committee membership will comprise the procurement manager (chairperson), three of their cross-functional colleagues, the supplier's partnership project manager, and an independent member. Which of the following is a potential disadvantage of the proposed committee structure?

- A. The size of the committee is too large as there should be a limit of three members
- B. The committee includes an independent member
- **C. The supplier does not have equal membership in the committee**
- D. The procurement manager should not be the chairperson of the committee

**Answer: C**

Explanation:

Effective partnership governance requires balanced representation from both buyer and supplier. If the supplier has fewer members than the buyer, decision-making power becomes unequal, potentially undermining collaboration.

### NEW QUESTION # 91

A confectionery company has a portfolio of different items to sell. Their most popular product is the chocolate brownie cake, but they have begun to trial sales of cereal bars, granola cereal, and chewing gum. As a high-quality producer in a competitive market, the company requires effective supplier sourcing arrangements.

Which ONE of the following product lines would be the most suitable for partnership sourcing?

- A. Chewing gum
- **B. Chocolate brownie cake**
- C. Granola cereal

- D. Cereal bars

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation:

Partnership sourcing is most appropriate for products that are critical to the buyer's business, involve high spend, and are technically complex or require innovation. The chocolate brownie cake is the company's most popular product, indicating high sales volume and strategic importance. Establishing a partnership with suppliers for this product can lead to benefits such as improved quality, innovation, and supply chain efficiency.

Reference:

CIPS L4M6 Study Guide

### NEW QUESTION # 92

A printing company is seeking to start developing a digital solution for its customers. They will need to outsource this element of the business as it is not an area they have worked in. What would be the most effective way for them to approach the market for a digital partner?

- A. Pre-define all requirements before approaching the market
- B. Review existing suppliers only
- **C. Early engagement with the whole market**
- D. Cost-based review of the market

**Answer: C**

Explanation:

Early engagement with the whole market is crucial when entering a new technical domain. It allows the company to assess the capabilities, innovations, and fit of various suppliers before locking down specifications. CIPS guidance emphasizes the value of market engagement in developing effective specifications and selecting the right partner.

### NEW QUESTION # 93

What is a disadvantage of including qualitative KPIs into a contract?

- A. They can lead to poor supplier performance
- **B. They are hard to measure**
- C. They make the buyer seem weak
- D. They pull focus from the more important quantitative KPIs

**Answer: B**

Explanation:

The correct answer is 'They are hard to measure' p.103

### NEW QUESTION # 94

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