

Exam L4M6 Topic & Valid L4M6 Test Sample



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CIPS L4M6 certification exam is ideal for procurement professionals at all levels of experience, from entry-level to senior management. It is also suitable for individuals who are looking to transition into procurement and supply chain management roles. CIPS Supplier Relationships certification provides a solid foundation for professionals who want to pursue further education and career advancement in the field. Overall, the CIPS L4M6 Certification Exam is a valuable credential that demonstrates a commitment to excellence in supplier relationship management.

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As you know, your company will introduce new talent each year. In the face of their excellent resume, you must improve your strength to keep your position! Our L4M6 study questions may be able to give you some help. What you need may be an internationally-recognized L4M6 certificate, perhaps using the time available to complete more tasks. With our L4M6 study materials, you will pass the exam in the shortest possible time.

The CIPS L4M6 Exam covers several areas, including supplier segmentation and selection, negotiation, performance management, contract management, and risk management. These topics are critical for effective supplier management, and require a comprehensive understanding of the supplier relationship lifecycle. Individuals who pass the CIPS L4M6 exam demonstrate their ability to navigate the complex supplier ecosystem and develop coherent strategies to support their organization's goals. CIPS Supplier Relationships certification also validates that individuals are equipped to manage potential challenges in collaboration with suppliers, and maintain a healthy relationship throughout the supplier lifecycle.

CIPS Supplier Relationships Sample Questions (Q241-Q246):

NEW QUESTION # 241

Togo Bongos is a manufacturer of percussion instruments, in particular of bongo drums. It requires electricity to run its factories and this is a major factor of cost impact. There are lots of suppliers of electricity in the market and there is no switching costs if Togo Bongos wanted to switch suppliers. What type of supplier is Togo Bongo's electricity supplier?

- A. strategic
- **B. leverage**
- C. routine
- D. bottleneck

Answer: B

Explanation:

This is a leverage supplier on the Kraljic Matrix; high cost impact and low risk impact. The diagram on p.20 gives the example of utility services such as electricity as a common leverage supplier. 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

NEW QUESTION # 242

Significant differences in corporate cultures can lead to the failure of a partnership relationship between two organisations. Is this statement correct?

- **A. Yes, the compatibility of cultures should be considered at the outset**
- B. No, it is easy to change corporate culture so the two organisations will align quickly
- C. No, the organisations can continue to operate separately so this is not an issue
- D. Yes, in a partnership the organisations merge, so the cultures must be the same

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

Cultural compatibility is crucial in partnership relationships. Differences in corporate culture can lead to misunderstandings, misaligned objectives, and conflicts, ultimately jeopardizing the partnership's success.

Therefore, assessing cultural compatibility at the outset is essential.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 243

The ABC Analysis, also known as the Pareto Analysis, is a technique that can be used by procurement to which purpose?

- **A. supplier positioning**
- B. cost analysis
- C. cost engineering
- D. relationship spectrum

Answer: A

Explanation:

ABC / Pareto is a "Portfolio Analysis Technique to assess the relationships in a supply chain". This, along with the Kraljic Matrix are two examples of "Supplier Positioning Models". See chapter 2.1 p.17 for more details on this

NEW QUESTION # 244

At what stage of the relationship cycle could you use Carter's 10 Cs?

- A. segmentation and risk management
- B. on-boarding
- **C. qualification**
- D. development and innovation

Answer: C

Explanation:

Carter's 10 Cs are a way to qualify (aka shortlist) a supplier. See p.11 for more details on this and p.10 for the stages of the relationship cycle.

NEW QUESTION # 245

Effective cost modelling involves which of the following?

- * Data gathering
- * Analysis of facts
- * Supplier negotiation
- * Issuing a request for quotation

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

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

Effective cost modelling is a process that helps in understanding the cost structure of a product or service. It involves:

* Data gathering: Collecting relevant data related to materials, labor, overheads, and other cost drivers.

* Analysis of facts: Evaluating the collected data to understand cost behaviors and identify areas for cost reduction.

Supplier negotiation and issuing a request for quotation are subsequent steps that may utilize the insights gained from cost modelling but are not part of the modelling process itself.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 246

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