

CIPS L4M6 PDF Questions - Increase Your Exam Passing Chances

CIPS L4M1 - Question & Answer Past exam questions

O1. Outline FIVE differences between purchasing goods and purchasing services. - correct answer 1. Goods are tangible, services are intangible:

2. Services cannot be separated from their supplier:
3. Heterogeneity: goods are usually uniform in nature while services are unique at each delivery
4. Services 'perish' immediately on delivery whereas goods can be stored until required
5. Products are easier to specify, being tangible

O2. Explain THREE circumstances in which a competitive tendering exercise might not be the best approach to making a purchase. - correct answer 1. Urgency

2. Commercial confidentiality or national security (e.g. military organisations):
3. Value of the purchase:
4. Production costs cannot be measured accurately:
5. Price is not the only criterion for supplier selection and contract award
6. Intellectual Property Rights and monopoly

O2. Describe TWO e-sourcing tools and their use in procurement and supply. - correct answer 1. E-Catalogues

2. E-Tendering
3. E. Auction
4. Reverse Auctions
5. Online supplier evaluation data

O3. Explain the role of a shared services unit (SSU). - correct answer SSUs reflect a desire to centralise and share services

The shared service provider becomes a dedicated provider of services such as: finance, HR, IT and procurement which continue to be provided internally

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To prepare for the CIPS L4M6 certification exam, candidates are encouraged to take relevant training courses and study materials. L4M6 exam consists of multiple-choice questions that assess the candidate's understanding of the key concepts and principles of supplier relationships. L4M6 exam is challenging and requires a high level of knowledge and understanding of procurement and supply chain management concepts. Passing the CIPS L4M6 certification exam demonstrates that the candidate has the necessary skills and knowledge to manage supplier relationships effectively and efficiently.

CIPS L4M6 Certification Exam is an excellent credential for procurement professionals who are looking to advance their careers in supplier relationship management. It covers a range of topics and tests both theoretical knowledge and practical skills. CIPS Supplier Relationships certification is internationally recognized and highly valued by employers, making it a great way to enhance career opportunities and differentiate oneself from other professionals in the field.

L4M6 Latest Test Bootcamp | Latest L4M6 Exam Guide

If you are a busy individual, you will have a short time to sit and study properly for the L4M6 exam. Finding the best route to quick learning is important because you are not a genius who can cover everything before the final attempt. You have to memorize real CIPS Supplier Relationships (L4M6) questions that will appear in the final L4M6 test. In this way, you can quickly prepare for the L4M6 examination.

CIPS L4M6 exam is a globally recognized qualification that demonstrates a candidate's proficiency in supplier relationship management. It provides candidates with the knowledge and skills they need to manage supplier relationships effectively, which is essential for achieving organizational goals. L4M6 Exam is recognized by employers worldwide and can enhance a candidate's career prospects in procurement and supply chain management.

CIPS Supplier Relationships Sample Questions (Q127-Q132):

NEW QUESTION # 127

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

Answer: D

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 # 128

Polly Manufacturing is a company which manufactures bicycle parts. It has several factories around the country and is one of the leading suppliers of wheels, bells and pedals. Which of the following is Polly Manufacturing likely to outsource? Select TWO options.

- A. Facilities Management
- B. Cleaning
- C. Manufacturing of bells only
- D. Manufacturing of all bicycle parts

Answer: A,B

Explanation:

They could outsource cleaning and facilities management. These are auxiliary services. The manufacturing of bike parts is their 'core' business so they should retain this in-house

NEW QUESTION # 129

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. Leverage
- B. Strategic
- C. Non-critical

- D. Bottleneck

Answer: D

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 # 130

Which of the following would not affect rivalry in a marketplace? Select TWO.

- A. industry growth or decline
- B. exit barriers
- C. supply chain disruption
- D. legislative changes
- E. switching costs

Answer: C,D

Explanation:

Legislative changes wouldn't affect rivalry in a market as all suppliers would be equally as affected, the same with supply chain disruptions. Factors which do affect rivalry include; industry growth and decline, product differences, brand identity, switching costs, diversity of competitors and exit barriers. These are listed on p.41

NEW QUESTION # 131

Robbie is a procurement manager at a public sector organisation. He is running a tender which is worth £2m and so will advertise this on OJEU. His manager has reminded Robbie to include CPV codes on the tender.

What purpose would this serve?

- A. To ensure more suppliers bid for the tender
- B. To ensure suppliers can find the opportunity
- C. To ensure only qualified suppliers bid for the tender
- D. To ensure suppliers know the deadline for tender submission

Answer: B

Explanation:

CPV codes help suppliers find opportunities they can bid for. CPV codes are a numerical classification for products e.g. Strawberry Jam is 15332296 and when they are included on a Tender, any supplier who is registered with that same CPV code will get a notification that the tender is live. CPV codes are discussed on p.72 but not in much detail- so don't worry if you don't know much about them. So long as you know the above, you'll be fine.

NEW QUESTION # 132

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