

CIPS L4M6 Real Questions, New L4M6 Test Objectives



CIPS Level 4 – Diploma in Procurement and Supply

Supplier Relationships [L4M6]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

L4M6 Sample Questions V5 Sept 2020

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CIPS Supplier Relationships Sample Questions (Q115-Q120):

NEW QUESTION # 115

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 # 116

Kirsty is designing a specification for a new contract and wants to include some qualitative KPIs for the new supplier, as well as quantitative. Which of the following could she include? Select TWO.

- **A. Trust**
- B. Early supplier involvement
- **C. Information sharing**
- D. Cost savings
- E. Deliveries in full and on time

Answer: A,C

Explanation:

The correct answers are information sharing and trust. Further qualitative KPIs are listed on p.102. Deliveries in full and on time would be a quantitative KPI and early supplier involvement is not a KPI at all.

NEW QUESTION # 117

Value for money in the private sector is concerned with what?

- A. Getting the best price possible
- B. Getting the best quality possible
- **C. Shareholder profit and business benefit**
- D. Ensuring taxpayers' money is spent wisely

Answer: C

Explanation:

Value for money in the private sector is about achieving shareholder profit and business benefit (p.66). In the public sector it is about ensuring taxpayers' money is spent wisely. Value for money is a mixture of price and quality.

NEW QUESTION # 118

Which of the following relationship types require the most investment from the buyer?

- A. strategic alliance
- B. single source
- C. adversarial
- **D. partnership**

Answer: D

Explanation:

Partnerships require the most investment out of those listed. The only relationship type that requires more investment than Partnerships is Co-Destiny. See p.9 for more information on this

NEW QUESTION # 119

David is sourcing a new cleaning contract as he is not impressed with his current cleaning company's performance. He believes that his current supplier has been overcharging him, and due to budget cuts, he is keen to secure a lower price than what he is paying now. His Manager has suggested using an e-auction as the procurement method. Is this the correct way forward?

- A. Yes- an e-auction is an electronic system so it will be easy for David to compare bids
- B. No- a reverse e-auction will ensure only high quality suppliers bid for the opportunity
- C. Yes- an e-auction will allow David to secure the lowest possible price
- **D. No- a reverse e-auction would be more suitable as it will secure the lowest price**

Answer: D

Explanation:

The correct answer is 'No- a reverse e-auction would be more suitable as it will secure the lowest price'. An E-auction is something like eBay- where bids go up in price. If David wants to secure a lower price, he should use a Reverse E-Auction- where suppliers bid lower than the previous bid in order to win. For example, Supplier 1 offers to fulfil the contract at £50k per year, Supplier 2 can offer to beat this price by bidding £48k per year. Although Reverse E-Auctions may ensure cheaper prices, there are a lot of disadvantages to using this method. See p.21 and p.76 for more information

NEW QUESTION # 120

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