

CIPS - Reliable L4M6 - Valid CIPS Supplier Relationships Mock Test



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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One of the key benefits of passing the CIPS L4M6 exam is that it demonstrates a high level of expertise in the area of supplier relationships. This is an essential skill for anyone working in procurement or supply chain management, as suppliers play a critical role in ensuring the success of a business. By passing L4M6 Exam, professionals can show that they have the knowledge and skills needed to manage suppliers effectively and help their organization achieve its goals.

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CIPS Supplier Relationships Sample Questions (Q160-Q165):

NEW QUESTION # 160

A medical consumables buyer has adopted a close relationship approach with their suppliers that are considered to be complicated, technical suppliers. Is this the right approach?

- A. Yes, as all the items supplied are off the shelf
- B. No, as there is often a supply risk with items offered
- C. Yes, as the items are of high financial risk
- D. No, as there are only a small number of suppliers in the marketplace

Answer: C

Explanation:

Complex and technical suppliers often involve high financial risks due to the critical nature of their products.

A close relationship ensures better collaboration, risk management, and value generation.

NEW QUESTION # 161

A garden centre has recently purchased some lollipop sticks to use as plant labels. The staff have written the name of the plant on the lollipop stick and put it next to the plant. This helps them identify which plant is which. However, after a couple of weeks, the lollipop sticks have become mouldy and the writing has faded.

Staff are now struggling to identify their plants. The Manager of the garden centre is considering returning the lollipop sticks and asking for a full refund as they were not fit for purpose. Can the Manager do this?

- A. Yes- the lollipop sticks have gone mouldy- this is unacceptable
- B. No- the manager cannot prove that the product is faulty
- C. Yes- so long as the manager kept the receipt
- D. No- as this was not the lollipop sticks intended purpose

Answer: D

Explanation:

The correct answer is 'no- as this was not the lollipop sticks intended purpose'. When deciding if something is fit for purpose, you must consider its intended and common purpose. In this case it would be for making lollipops. As the garden centre is using them for something other than their intended purpose, they can't complain if it doesn't work. Fit for purpose is discussed on p.65 p.s. there's a question like this in the real exam- it's just not lollipop sticks ;)

NEW QUESTION # 162

Which of the following documents would you expect a supplier to submit as part of a Request for Proposal? Select THREE

- A. Method Statements
- B. Gearing Ratio
- C. Risk Assessments
- D. Full pricing information
- E. Liquidity Ratio

Answer: A,C,D

Explanation:

You would expect a supplier to submit full pricing information, risk assessments and method statements. However, depending on what you're procuring you might not need to see risk assessments or method statements. Liquidity and Gearing may be looked at during the Pre-Qualification stage, but wouldn't form part of a RFP. See p.76

NEW QUESTION # 163

A buyer has a requirement to purchase 1,000 widgets for a manufacturing company. The widgets are critical for the next stage of the manufacturing process. What would be the key selection criterion for this buyer?

- A. Ability to add value to the order

- B. Ability to deliver by the deadline
- C. Ability to meet ISO standards
- D. Ability to produce low-cost widgets

Answer: B

Explanation:

When procuring critical components essential for the continuity of manufacturing processes, timely delivery becomes paramount. Delays can halt production lines, leading to significant financial losses. Therefore, the supplier's ability to meet delivery deadlines is the key selection criterion, as emphasized in the CIPS L4M6 study guide.

NEW QUESTION # 164

A hospital awarded a contract to an IT consultancy to build and maintain their payroll and patient information systems. After a successful implementation, problems started to appear, with poor maintenance and accuracy of information, and slow response times from the supplier. After repeated problems, the decision to terminate the contract was agreed. Which of the following would be the priority legal concern for the hospital?

- A. Confidentiality agreement
- B. Intellectual property rights
- C. Capital asset issues
- D. Employee rights

Answer: B

Explanation:

In IT consultancy contracts, the ownership and control of data, systems, and intellectual property rights (IPR) are critical. If the hospital terminates the supplier relationship, it must ensure continued access to patient records and payroll systems. Confidentiality and service quality are important, but IPR is the priority legal concern.

NEW QUESTION # 165

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