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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 2028

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CIPS L4M6 Certification Exam is aimed at procurement and supply chain professionals who are involved in supplier selection, negotiation, and management. L4M6 exam covers topics such as supplier evaluation, performance management, risk management, and contract negotiation. CIPS Supplier Relationships certification also focuses on the ethical and sustainable management of supplier relationships.

CIPS Supplier Relationships Sample Questions (Q28-Q33):

NEW QUESTION # 28

Which of the following are relationship types on the relationship spectrum?

- * Adversarial, transactional and outsourcing
- * Single sourced, strategic alliance and co-destiny
- * Arm's length, strategic alliance and dual sourced
- * Closer tactical, leverage and joint ventures

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

Answer: C

Explanation:

The relationship spectrum runs from adversarial/transactional to collaborative partnerships such as strategic alliances and co-destiny. Also included are mid-spectrum arrangements like single sourcing and arm's length. Options 2 and 3 list valid relationship types, making 2 and 3 correct.

NEW QUESTION # 29

Which of the following are considered value-adding primary activities?

- * Inbound logistics
- * Firm infrastructure
- * Technology development
- * Marketing and sales

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

Answer: C

Explanation:

Comprehensive and Detailed Explanation:

In Michael Porter's Value Chain model, primary activities are those that are directly involved in the creation and delivery of a product or service. These include:

- * Inbound Logistics: Activities related to receiving, storing, and distributing inputs internally.
- * Operations: Transforming inputs into the final product.
- * Outbound Logistics: Distributing the final product to customers.
- * Marketing and Sales: Activities that inform buyers about products and services, induce buyers to purchase them, and facilitate their purchase.
- * Service: Activities that maintain and enhance the product's value, such as customer support and repair services.

Firm infrastructure and technology development are considered support activities, as they assist the primary activities in helping the organization achieve its competitive advantage.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 30

In the STEEPLD framework, which of the following is an economic factor?

- A. Supply chain labor standards
- B. Election results
- C. Unemployment rates
- D. Demographics

Answer: C

Explanation:

Economic factors such as unemployment rates affect labor availability, wages, and consumer purchasing power, directly impacting business operations and supply chains.

NEW QUESTION # 31

A competitor develops an alternative type of vacuum cleaner to one produced by your organization. Is this an example of the threat of substitutes, one of the five forces of competition described by competitive forces theory?

- A. No, it does not serve the same purpose
- B. Yes, customers may switch to alternative products
- C. Yes, there are no barriers to entry; it is an oligopoly
- D. No, it is a threat from a new entrant to the market

Answer: B

Explanation:

Substitute products pose a competitive threat by offering alternative solutions to customers, potentially eroding market share. Effective differentiation and customer retention strategies are essential.

NEW QUESTION # 32

A team within a manufacturing company have been tasked to develop a new product for production. Initially, the team had a lot of ideas but disagreed on the design. They have now agreed and finalised the design and have assigned roles within the team, but are yet to complete the first production run. What stage of development is the team?

- A. Forming
- B. Storming
- C. Norming
- D. Performing

Answer: C

Explanation:

In the Norming stage of Tuckman's model of team development, teams begin to resolve their differences, appreciate each other's strengths, and respect authority. Agreement on design and role assignment indicates the team has moved past conflict (Storming) and is now functioning collaboratively, although not yet fully productive (Performing).

NEW QUESTION # 33

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