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Scope and Influence of Procurement and Supply (L4M1)	
1.0	Understand and analyse the added value that can be achieved through procurement and supply chain management
2.0	Understand and analyse the key steps when procuring goods or services
3.0	Understand and analyse aspects of organisational infrastructure that shape the scope of procurement and supply chain functions
4.0	Understand and analyse the need for compliance with requirements when undertaking procurement activities in different sectors
Defining Business Need (L4M2)	
1.0	Understand how to develop a business case for requirements to be sourced from external suppliers
2.0	Understand market management in procurement and supply
3.0	Understand the use of specifications in procurement and supply
Commercial Contracting (L4M3)	
1.0	Understand the legal issues that relate to the formation of contracts
2.0	Understand the fundamentals of specifications and key performance indicators that are included in contractual arrangements made with suppliers
3.0	Understand the key clauses that are included in formal contracts
Ethical and Responsible Sourcing (L4M4)	
1.0	Understand options for sourcing requirements from suppliers
2.0	Understand the key processes that can be applied to the analysis of potential external suppliers
3.0	Understand compliance issues when sourcing from suppliers
Commercial Negotiation (L4M5)	
1.0	Understand key approaches in the negotiation of commercial agreements with external organisations
2.0	Know how to prepare for negotiations with external organisations
3.0	Understand how commercial negotiations should be undertaken
Supplier Relationships (L4M6)	
1.0	Understand the dynamics of relationships in supply chains
2.0	Understand processes and procedures for working successfully with stakeholders
3.0	Understand the concept of partnering
Whole-Life Asset Management (L4M7)	
1.0	Understand methods for the storage and movement of inventory
2.0	Understand the key elements of effective inventory control
3.0	Understand the concept of whole-life costing
Procurement and Supply in Practice (L4M8)	
1.0	Demonstrate the application of the procurement cycle
2.0	Demonstrate the application of the stages of the procurement process
3.0	Demonstrate the application of whole life-asset management
4.0	Demonstrate the application of environmental, social and governance principles in a range of sectors and industries

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CIPS Supplier Relationships Sample Questions (Q253-Q258):

NEW QUESTION # 253

A large office orders weekly from a stationery supplier. The items are low-cost, and if the delivery is a day late, it does not affect the running of the office. Where would this supplier be positioned in a supplier matrix?

- A. Bottleneck
- **B. Routine**
- C. Critical
- D. Leverage

Answer: B

Explanation:

Routine suppliers provide low-value, low-risk items with minimal operational impact. These suppliers are managed with minimal engagement or oversight in a cost-effective manner.

NEW QUESTION # 254

The CEO of a business has asked his procurement manager to source new machinery for the factory. This machinery will help create a new line of products which will give the company a competitive edge. The CEO is heavily invested in this procurement activity as profits have been lower than expected this year and this new line of products could help increase profitability. How should the procurement manager include the CEO in the procurement activity?

- A. It is important to keep the CEO satisfied as he runs the business
- **B. The CEO is a key player- so it is important he is involved early in the process**
- C. The CEO is a key player- so should be given regular updates on progress
- D. It is important to keep the CEO informed of all decisions that are made

Answer: B

Explanation:

The correct answer is 'The CEO is a key player- so it is important he is involved early in the process'. The CEO has high power and high interest which puts him in the top right-hand corner of Mendelow's Stakeholder Matrix (p.81). CIPS says Key Players should be involved early in the procurement process (p.82).

NEW QUESTION # 255

Which of the following would you use to qualify new suppliers? Select THREE.

- **A. clean**
- **B. cost**
- **C. commitment**
- D. call
- E. collection

Answer: A,B,C

Explanation:

This is based on a real exam question- it's looking to see if you can remember Carter's 10 Cs. These are; cash, cost, consistency, culture, clean, communication, competency, capacity, commitment and control. (p.12 in the text book)

NEW QUESTION # 256

Janet runs a factory which produces 1 million bread rolls every day. It requires a large amount of flour, and for this to be delivered regularly- in time with manufacturing operations. There are very few suppliers in the market place that can deliver the quality of flour Janet requires in the quantities required. Janet has just established a contract with Friendly Flour Limited - what type of supplier is Friendly Flour Limited to Janet?

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

Answer: B

Explanation:

Friendly Flour Ltd is a strategic supplier; this is a critical supplier, responsible for core products. They represent a high risk impact and a high cost impact. This is the top-right hand corner of the Kraljic matrix.

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 (see p.20)

NEW QUESTION # 257

Harry has just entered into a partnership with a key supplier. Although he is excited about the prospect, he thinks it's a good idea to set some goals and KPIs. Which of the following criteria should Harry use to decide if a KPI is appropriate?

- A. Significant, measurable and achievable
- **B. Measurable, achievable and relevant**
- C. Time bound, difficult and relevant
- D. Relatable, precise, and measurable

Answer: B

Explanation:

The correct answer is Measurable, achievable and relevant. This is from SMART KPIs on p. 151. Smart stands for specific, measurable, achievable, relevant, time-bound. In the exam they come up in different orders so be careful.

NEW QUESTION # 258

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Keeping in view, the time constraints of professionals, our experts have devised L4M6 dumps PDF that suits your timetable and meets your exam requirements adequately. It is immensely helpful in enhancing your professional skills and expanding your exposure within a few-day times. This CIPS Level 4 Diploma in Procurement and Supply brain dumps exam testing tool introduces you not only with the actual exam paper formation but also allows you to master various significant segments of the L4M6 syllabus.

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