

CIPS L4M6 Exam Revision Plan, Valid L4M6 Test Review



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 or CIPS Supplier Relationships Certification Exam is designed for procurement professionals who are responsible for managing supplier relationships. CIPS, which stands for Chartered Institute of Procurement and Supply, is a globally recognized professional body that offers certification exams to individuals who want to enhance their skills and knowledge in procurement and supply chain management. The CIPS L4M6 Exam is one of the certification exams offered by CIPS and is targeted towards procurement professionals who want to develop their understanding and skills in managing supplier relationships.

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CIPS Supplier Relationships Sample Questions (Q103-Q108):

NEW QUESTION # 103

Which of the following are possible drivers for partnership sourcing? Select THREE.

- A. The protection of intellectual property rights
- B. The marketplace has become more volatile
- C. Working together will create synergies
- D. The need to improve performance to satisfy the end customer To increase production costs and lead- times

Answer: B,C,D

Explanation:

The correct answers are; The marketplace has become more volatile, Working together will create synergies and The need to improve performance to satisfy the end customer. Further Drivers of Partnership Sourcing can be found on p.127. The other answers are incorrect as entering a partnership won't protect intellectual property rights- in fact that's one of the big risks of entering into a partnership. Partnerships won't increase costs and lead-times, they're likely to decrease them.

NEW QUESTION # 104

Phone Maker Incorporated is a manufacturer of mobile phones. It is considering investing in a partnership with its supplier of batteries and circuit boards as it wishes to produce new models of its phone more regularly. What is the main driver for Phone Maker Incorporated?

- A. Better quality products
- B. Reduced product life-cycles
- C. Cheaper costs
- D. Changes in the marketplace

Answer: B

Explanation:

The correct answer is 'reduced product life-cycles'. In this example the reason for entering a partnership is to be able to produce new models of phones more quickly- this is likely because consumers are wanting to change mobile phones more often than they did in the past, so in order to keep up with demand, Phone Maker Incorporated need to produce more phones, more quickly. Drivers of Partnership Sourcing is a key topic in the exam - you can revise these by looking at p.127 in the Study Guide

NEW QUESTION # 105

Harry runs a hotel and has recently decided to contract an external supplier to provide the cleaning of the rooms. What is a disadvantage of doing this?

- A. There is dependency on the supplier, which increases risk
- B. This will be more expensive than providing the service in house
- C. This allows staff to focus on other areas
- D. The supplier will not perform as well as an internal team

Answer: A

Explanation:

Using an external supplier always comes with increased risk, as you become dependant upon them, and have less control over their performance (compared to an in-house team). In this example Harry will have the increased risk that the contract cleaners turn up late to their shifts, or don't do a good job. However, there is no reason to believe that the supplier will not perform as well as an internal team- we don't have enough information from the Question: for this to be true. What is true is the RISK is greater. The other answers are incorrect; the Question: doesn't indicate whether outsourcing the cleaning will be more or less expensive for Harry. Allowing staff to focus on other areas is an advantage not a disadvantage. See p.4 for more information on 'External Suppliers'

NEW QUESTION # 106

Francisco has entered a partnership with Pedro, who is a key supplier, and wants to ensure that the partnership achieves all of Francisco's goals. As well as qualitative and quantitative KPIs, what other measures could Francisco take to ensure the partnership is a success?

- A. Threaten the supplier with termination if he underperforms
- **B. Conduct regular audits**
- C. Ensure there is a damages clause in the contract
- D. Do frequent appraisals on the supplier

Answer: B

Explanation:

The correct answer is 'Conduct regular audits'. This is explained on p.153. You wouldn't do an appraisal on a supplier in a partnership relationship as both parties are equal. Threatening a partner isn't good for the relationship and a damages clause would be used in a contractual relationship rather than a partnership.

NEW QUESTION # 107

A partnership approach to a buyer-supplier relationship, as opposed to a traditional adversarial approach, would have which of the following characteristics?

- **A. Shared cost benefits**
- B. Increased supplier contractual terms
- C. Specifications designed by the buyer
- **D. Greater levels of transparency**

Answer: A,D

Explanation:

Partnerships are built on trust and transparency, with shared benefits such as cost reductions and improved processes. Adversarial relationships, in contrast, focus on price and contractual obligations.

NEW QUESTION # 108

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