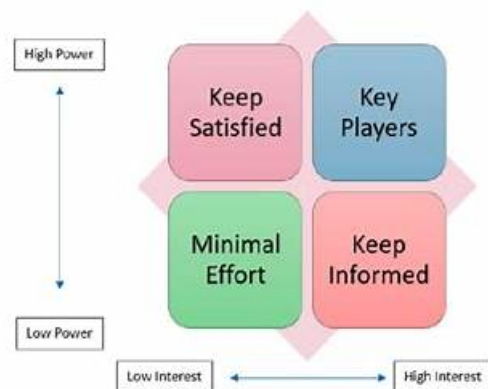


L4M6テスト対策書 & L4M6出題内容

L4M6 : Supplier Relationships



> Mendelow's matrix and Stakeholders mapping

さらに、CertShiken L4M6ダンプの一部が現在無料で提供されています: https://drive.google.com/open?id=1_S-GJF9kHyBtdHqHtE4csjCim_E0X3C5

大量の時間と金銭をかけるのに比べて、正しい仕方は肝心なことです。もしあなたはCIPS L4M6試験に準備しているなら、あなたのための整理される備考資料はあなたにとって最善のオプションです。我々の目標はあなたに試験にうまく合格させることです。弊社の誠意を信じてもらいたいし、CIPS L4M6試験2成功するのを祈って願います。

CIPS L4M6の認定試験は、60問の多肢選択問題から構成されるコンピューター試験です。受験者は2時間で試験を完了し、最低合格ラインである60%以上の合格点を取得する必要があります。試験は、サプライヤー関係に関連するさまざまなトピックをカバーしており、サプライヤー選択、サプライヤーのパフォーマンス管理、サプライヤー開発などが含まれます。

>> L4M6テスト対策書 <<

CIPS L4M6出題内容、L4M6復習時間

証明書を効率的に渡す状況を確認するために、当社のL4M6練習資料は一流の専門家によって編集されています。したがって、私たちのチームの能力は疑う余地がありません。役に立たないものに貴重な時間を無駄にすることなく、レビューして順調に進むのに役立ちます。彼らは、最近の試験でL4M6スタディガイドが通常テストするものを厳選し、これらのL4M6実際のテストに蓄積した知識を捧げました。

CIPS L4M6試験は、効果的なサプライヤー管理の原則、コミュニケーションと交渉スキルの重要性、戦略的サ

プライヤー関係の開発と維持、サプライヤーのパフォーマンス管理など、サプライヤー関係管理に関連する様々なトピックを扱います。試験に合格することで、候補者のサプライヤー関係を効果的に管理する能力が証明され、成功する調達と供給チェーンの運営において重要な要素となります。さらに、試験に合格した候補者は、サプライヤー関係管理のベストプラクティスについて深い理解を得ることができ、組織の調達と供給チェーンの運営を改善することができます。

CIPS Supplier Relationships 認定 L4M6 試験問題 (Q135-Q140):

質問 # 135

What is a key driver for developing a partnership relationship?

- A. Low-risk supplies
- B. Unrestricted market
- C. Fast-changing technology
- D. Well-understood services

正解: C

解説:

Comprehensive and Detailed Explanation:

Fast-changing technology necessitates close collaboration between buyers and suppliers to stay ahead of market trends and innovations. Partnerships enable shared development efforts, quicker adaptation, and mutual growth in dynamic technological environments.

Reference:

CIPS L4M6 Study Guide

質問 # 136

A company has just hired a new cleaning firm to clean their offices. The specification for the clean was detailed in an appendix in the contract and included a list of pre-approved products that the cleaning firm should use. The cleaners that were sent to site had not read the contract and therefore did not use the appropriate products. What is the reason for the failure of this?

- A. Communication overload
- B. Miscommunication
- C. Poor communication
- D. Distortion of the facts

正解: C

解説:

This is an example of poor-communication. The information was not passed from the person who signed the contract to the staff on site who were to do the cleaning. See p.158 on communication issues.

質問 # 137

In the relationship spectrum, which of the following describes the most competitive relationship?

- A. Single sourced
- B. Transactional
- C. Adversarial
- D. Outsourcing

正解: C

解説:

An adversarial relationship is highly competitive, often win/lose, focusing on cost and negotiation power rather than collaboration. It contrasts with partnerships or strategic alliances.

質問 # 138

Ranjit Singh is carrying out a procurement exercise for medical gases and has been advised that this is a restricted marketplace. A marketplace may be restricted for which of the following reasons?

- * The marketplace is heavily regulated by governments and legislation
- * Existing suppliers within the marketplace offer excellent services
- * There are many suppliers already in operation within the marketplace
- * High financial investment is required to enter the marketplace

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

正解: A

解説:

A restricted marketplace is one where barriers to entry limit the number of suppliers. In L4M6, CIPS identifies two key causes:

- * Heavy regulation and legislative controls (e.g. medical gases require safety, licensing, and compliance approvals)
- * High capital investment requirements, such as specialised equipment, infrastructure, and certification Offering excellent services or having many suppliers does not restrict a market; these indicate competitive or mature markets.

Therefore, the correct combination is 1 and 4 only.

L4M6 Reference:

- * Learning Outcome 1: Understand market structures and supplier positioning
- * Topic: Market types and barriers to entry
- * CIPS L4M6 Study Guide - Restricted and monopolistic markets

質問 # 139

Is it correct to suggest that the sole objective of partnership sourcing is to achieve the lowest acquisition cost?

- A. No, because partnership sourcing considers 'lowest acquisition cost' together with aspects of supplier partnerships
- B. No, partnership sourcing is not applicable in one-off capital purchases where the concept of 'lowest acquisition cost' applies
- C. Yes, the concept of 'lowest acquisition cost' focuses on collaboration just like partnership sourcing does
- D. Yes, because the concept of 'lowest acquisition cost' ignores the quoted price and focuses on long-term cost factors

正解: A

解説:

Comprehensive and Detailed Explanation:

Partnership sourcing is a strategic approach that emphasizes long-term collaboration between buyers and suppliers to achieve mutual benefits. While achieving a competitive acquisition cost is a component, it is not the sole objective. Partnership sourcing also focuses on:

- * Quality Improvement: Ensuring that products or services meet or exceed quality standards.
- * Innovation: Collaborating on new product development and process improvements.
- * Risk Management: Sharing information to anticipate and mitigate risks.
- * Supply Chain Efficiency: Streamlining processes to reduce lead times and inventory levels.

Therefore, while cost is important, partnership sourcing encompasses a broader range of objectives aimed at creating value for both parties.

Reference:

CIPS L4M6 Study Guide

質問 # 140

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L4M6出題内容: <https://www.certshiken.com/L4M6-shiken.html>

- L4M6試験勉強書 □ L4M6関連資料 □ L4M6勉強時間 □ サイト ▶ www.mogicexam.com ◀ で ➡ L4M6 □ 問題集をダウンロード L4M6 真実試験
- L4M6日本語の中対策 □ L4M6トレーニング □ L4M6赤本合格率 □ 「 www.goshiken.com 」 で ➡ L4M6 □ を検索し、無料でダウンロードしてください L4M6 無料問題

