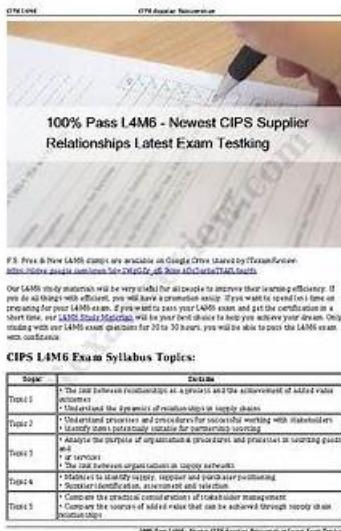


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CIPS L4M6 exam is a globally recognized qualification that demonstrates a candidate's proficiency in supplier relationship management. It provides candidates with the knowledge and skills they need to manage supplier relationships effectively, which is essential for achieving organizational goals. L4M6 exam is recognized by employers worldwide and can enhance a candidate's career prospects in procurement and supply chain management.

CIPS L4M6 certification exam covers a range of topics related to supplier relationship management, including the importance of effective communication, negotiation skills, how to manage risk, and how to build strong relationships with suppliers. L4M6 exam is structured as a multiple-choice test that is designed to test the candidate's knowledge and understanding of these topics. Candidates are also required to complete a case study that tests their ability to apply their knowledge and skills to real-world scenarios.

CIPS L4M6 Exam is suitable for procurement professionals who want to enhance their skills and knowledge in supplier relationship management. It is recommended for individuals who have completed the CIPS L4M4 exam, as it builds on the concepts covered in that exam. It is also suitable for individuals who are responsible for managing supplier relationships, such as procurement managers and supply chain professionals.

CIPS Supplier Relationships Sample Questions (Q107-Q112):

NEW QUESTION # 107

Which of the following statements are true of a market place which is considered a 'perfect competition'? Select TWO.

- A. competition is not strong
- B. there are no barriers to entry
- C. competition is at its highest level possible
- D. suppliers are selling differentiated products

Answer: B,C

Explanation:

In a 'perfect competition' there are no barriers to entry or exit, and competition is at its highest possible level. For more information on different types of market see p.40

NEW QUESTION # 108

Partnership sourcing is often considered a 'high-risk' strategy for a buyer. Which of the following is not a risk generally associated with partnership sourcing?

- A. Single-sourcing may leave the buyer without a supply if the supplier goes into liquidation
- B. Reduced waste in the supply chain
- C. Supplier may become complacent
- D. Sharing commercially sensitive data with another party

Answer: B

Explanation:

The correct answer is 'Reduced waste in the supply chain' - this is not a risk, this is a benefit P.134

NEW QUESTION # 109

Kinky Boots Ltd provides high heeled shoes in large sizes. Their target market are Drag Queens. There are a couple of rival shoe manufacturers in this market and Kinky Boots Ltd offer the cheapest high heels. What strategy is Kinky Boots Ltd employing in terms of competitive advantage?

- A. differentiation focus
- B. differentiation
- C. cost leadership
- D. cost focus

Answer: D

Explanation:

This is 'cost focus' - Kinky Boots is both focusing on being a cost leaser (by providing the cheapest products) and focusing on a niche market (drag queens). When these two strategies are combined it is called 'cost focus'. There's a couple of questions on Porter's Generic Strategies in the exam- there's a useful diagram of this on P.13

NEW QUESTION # 110

Which of the following statements explains the 'relationship spectrum' concept in supply chains?

- A. The broad range of business activities that embrace both internal and external commercial relationships
- B. The broad range of business activities that are undertaken to support collaborative commercial relationships
- C. The range of market appraisal tools that help buyers to negotiate a suitable type of commercial relationship
- D. The range of relationships that a buyer could use to classify its supplier base, which will be beneficial and drive value for the business

Answer: D

Explanation:

The relationship spectrum describes the range of possible supplier relationship types, from arm's-length transactional relationships to strategic partnerships.

CIPS explains that buyers should segment their supplier base and apply the most appropriate relationship type to:

- * Maximise value
- * Manage risk
- * Allocate resources effectively

The other options describe activities or tools, not the concept of classifying supplier relationships.

L4M6 Reference:

- * Learning Outcome 3: Understand approaches to managing supplier relationships
- * Topic: Relationship spectrum and supplier segmentation
- * CIPS L4M6 Study Guide - Supplier relationship models

NEW QUESTION # 111

When overcoming stakeholder resistance in a procurement-led project, which of the following groups would have the highest level of influence on other stakeholders?

- * Negative leaders
- * Silent opponents
- * Supporters
- * Promoters

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

Answer: C

Explanation:

In stakeholder management, Negative leaders and Promoters possess high influence over others:

- * Negative leaders: Individuals who oppose the project and can sway others against it due to their influence.
- * Promoters: Advocates who support the project and can positively influence others.

Understanding these dynamics is crucial for effectively managing stakeholder resistance.

As highlighted in the CIPS study materials:

"Overcoming resistance- Promoters - They have a high influence on other stakeholders and support the project. They support and empower."

NEW QUESTION # 112

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