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CIPS L4M6 Certification Exam focuses on the key components of supplier relationship management, including supplier selection, contract management, supplier performance management, and supplier development. Candidates will learn how to develop and implement effective strategies for managing supplier relationships and how to measure supplier performance against pre-defined metrics. CIPS Supplier Relationships certification is highly valuable for procurement professionals who are responsible for managing supplier relationships at different stages of the procurement process, from supplier selection to post-contract award management. By passing this certification exam, candidates will demonstrate their expertise in supplier relationship management, which will enhance their professional credibility and career prospects.

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To prepare for the CIPS L4M6 certification exam, candidates are encouraged to take relevant training courses and study materials. L4M6 exam consists of multiple-choice questions that assess the candidate's understanding of the key concepts and principles of supplier relationships. L4M6 exam is challenging and requires a high level of knowledge and understanding of procurement and supply chain management concepts. Passing the CIPS L4M6 Certification Exam demonstrates that the candidate has the necessary skills and knowledge to manage supplier relationships effectively and efficiently.

CIPS Supplier Relationships Sample Questions (Q240-Q245):

NEW QUESTION # 240

Under what circumstances should a competitive tender not be completed? Select TWO.

- A. When the items are of high value
- B. When there is a clear specifications
- C. When there is not a clear specification
- D. When the items are of low value

Answer: C,D

Explanation:

Note the word 'NOT' in the question. In order for a competitive tender to be successful, there should be a clear specification in place (i.e. you need to know what you want, in order for suppliers to bid for it). Competitive tendering should also only be used for high value purchases; it's time consuming to do, so you wouldn't do it for low value items such as pens for the office. Therefore the correct answer to this question is 'items are of low value' and 'there isn't a clear specification'. There's a useful table on p.73 of when you would and wouldn't use a competitive tender.

NEW QUESTION # 241

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

- * Partnership
- * Contractual
- * Transactional
- * Conspiratorial

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

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

The relationship spectrum in procurement outlines the range of relationships between buyers and suppliers, from transactional to strategic partnerships. Key types include:

- * Transactional: Short-term, price-focused relationships with minimal collaboration.
- * Partnership: Long-term, collaborative relationships with shared goals and mutual benefits.

While "contractual" refers to the legal agreement aspect of relationships, it is not a specific type on the relationship spectrum. "Conspiratorial" is not a recognized relationship type in procurement contexts.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 242

A medical consumables buyer has adopted a close relationship approach with their suppliers that are considered to be complicated, technical suppliers. Is this the right approach?

- A. No, as there is often a supply risk with items offered
- B. Yes, as the items are of high financial risk
- C. No, as there are only a small number of suppliers in the marketplace
- D. Yes, as all the items supplied are off the shelf

Answer: B

Explanation:

Complex and technical suppliers often involve high financial risks due to the critical nature of their products.

A close relationship ensures better collaboration, risk management, and value generation.

NEW QUESTION # 243

Beyond Say is a manufacturer of diamond rings. It sources a lot of different parts to create its products including diamonds, gold, cardboard boxes for the rings to go in, as well as stationary and copier paper for the offices. Although it doesn't buy many diamonds, these represent a large part of Beyond Say's spend. Which category of spend would diamonds represent?

- A. Strategic Spend
- B. It isn't possible to tell
- C. Operational Spend
- D. Routine Spend

Answer: A

Explanation:

This is category 'A' spend in the ABC model - they represent a large value and a small number of purchases / suppliers. See p.17 for more information on the ABC Analysis

NEW QUESTION # 244

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

Answer: D

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 # 245

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