

L4M6更新， L4M6考試重點

L4M6 : Supplier Relationships



> Mendelow's matrix and Stakeholders mapping

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機會從來都是屬於那些有準備的人。但是，當屬於我們的機會到來的時候我們是否能成功地抓住它呢？正在準備CIPS的L4M6考試的你，是否抓住了KaoGuTi這個可以讓你成功的機會呢？KaoGuTi的L4M6資料是你可以順利通過考試的保障，有了它，你將節省大量的時間，高效率地準備考試。如果你用了KaoGuTi的資料，你可以很明顯地感覺到它的與眾不同和它的高品質。這絕對是你成功的一個捷徑。它可以讓你充分地準備L4M6考試。

CIPS L4M6考試在國際上得到承認，是展示供應商管理專業技能的優秀方式。該認證在採購行業中受到高度尊重，全球雇主廣泛認可。獲得此認證證明您對職業的承諾以及您有效管理供應商關係的能力。CIPS供應商關係考試旨在幫助您發展技能和知識，以便建立更加強大的供應商關係，為組織提供具體價值。

>> L4M6更新 <<

L4M6考試重點 - 最新L4M6題庫

使用KaoGuTi CIPS的L4M6考試認證培訓資料，想過CIPS的L4M6考試認證是很容易的，我們網站設計的培訓工具能幫助你第一次嘗試通過測試，你只需要下載KaoGuTi CIPS的L4M6考試認證培訓資料也就是試題及答案，很輕鬆很容易，包你通過考試認證，如果你還在猶豫，試一下我們的使用版本就知道效果了，不要猶豫，趕緊加入購物車，錯過了你將要遺憾一輩子的。

CIPS L4M6考試是一個高度受尊重的資格，專為希望增強其管理供應商關係的採購專業人士而設計。該考試由供應鏈管理及採購專業全球組織CIPS提供，CIPS提供採購和供應鏈管理培訓和資格認證。CIPS L4M6考試是4級資格

的第六個模組，重點是供應商關係。

最新的 CIPS Level 4 Diploma in Procurement and Supply L4M6 免費考試 真題 (Q23-Q28):

問題 #23

Rivalry between suppliers is more likely to be intense in which of the following situations?

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

答案： B

解題說明：

Intense rivalry occurs when suppliers are equally balanced and face high barriers to exit, leading to aggressive competition to retain market share, as described in Porter's Five Forces model.

問題 #24

A garden centre has recently purchased some lollypop sticks to use as plant labels. The staff have written the name of the plant on the lollypop stick and put it next to the plant. This helps them identify which plant is which. However, after a couple of weeks, the lollypop sticks have become mouldy and the writing has faded.

Staff are now struggling to identify their plants. The Manager of the garden centre is considering returning the lollypop sticks and asking for a full refund as they were not fit for purpose. Can the Manager do this?

- A. Yes- so long as the manager kept the receipt
- B. Yes- the lollypop sticks have gone mouldy- this is unacceptable
- **C. No- as this was not the lollypop sticks intended purpose**
- D. No- the manager cannot prove that the product is faulty

答案： C

解題說明：

The correct answer is 'no- as this was not the lollypop sticks intended purpose'. When deciding if something is fit for purpose, you must consider its intended and common purpose. In this case it would be for making lollypops. As the garden centre is using them for something other than their intended purpose, they can't complain if it doesn't work. Fit for purpose is discussed on p.65 p.s. there's a question like this in the real exam - it's just not lollypop sticks ;)

問題 #25

Robbie is a procurement manager at a public sector organisation. He is running a tender which is worth £2m and so will advertise this on OJEU. His manager has reminded Robbie to include CPV codes on the tender.

What purpose would this serve?

- **A. To ensure suppliers can find the opportunity**
- B. To ensure suppliers know the deadline for tender submission
- C. To ensure more suppliers bid for the tender
- D. To ensure only qualified suppliers bid for the tender

答案： A

解題說明：

CPV codes help suppliers find opportunities they can bid for. CPV codes are a numerical classification for products e.g. Strawberry Jam is 15332296 and when they are included on a Tender, any supplier who is registered with that same CPV code will get a notification that the tender is live. CPV codes are discussed on p.

72 but not in much detail- so don't worry if you don't know much about them. So long as you know the above, you'll be fine.

問題 #26

Red Ltd and Blue Ltd have had a disagreement over a high value project they have been partnering on. They have been unable to resolve the issues inhouse and Red Ltd has suggested Mediation as an option. Is this a good option?

- A. Yes- mediation involves a neutral third party and gets both parties to attempt to reach a compromise
- B. No- it would be better to solve the disagreement in-house
- C. No- mediation could have a negative impact on the companies' reputation
- D. Yes- mediation means the buyer and supplier agree to accept a third party's decision which will solve the disagreement issues

答案： A

解題說明：

The correct answer is 'Yes- mediation involves a neutral third party and gets both parties to attempt to reach a compromise'. Be careful not to confuse mediation with arbitration - arbitration is when the buyer and supplier agree to accept a third party's decision which will solve the disagreement issues. See p.112 for more information on solving disputes

問題 #27

Can a cost leadership strategy be described as 'no frills'?

- A. No, as it increases the costs and narrows the market segment
- B. No, as it increases the costs and differentiates the product
- C. Yes, it lowers the cost and increases the competitive scope
- D. Yes, it lowers the cost and differentiates the product

答案： C

解題說明：

Cost leadership (Porter's generic strategy) is often referred to as a "no-frills" approach, where the organisation focuses on reducing costs and offering competitive prices across a broad scope. The aim is to become the lowest-cost producer while maintaining acceptable quality.

問題 #28

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L4M6考試重點: https://www.kaoguti.com/L4M6_exam-pdf.html

KaoGuTi L4M6考試重點為你提供了不同版本的資料以方便你的使用，在起初階段，如果我們安排的練習時間比較短，那麼安排練習的L4M6考題數量也要同步縮減，L4M6考試證實該候選人擁有CIPS Supplier Relationships領域的基礎知識和經過驗證的技能，我們的CIPS L4M6考古題是IT專家團隊利用他們的經驗和知識來獲得的，滿足每位考生的需求，保證考生第一次參加L4M6考試順利的通過，我們的產品能讓考生得到更快得到更新更準確的CIPS的L4M6考試相關資訊，它覆蓋面很大很廣，可以為很多參加IT認證考試的考生提供方便，而且準確率100%，能讓你安心的去參加考試，並通過獲得L4M6認證，這是當下很多考生都在使用的L4M6考試準備之一。

莫漸遇搖了搖頭道，是誰膽敢把我的孫女傷成這樣，KaoGuTi為你提供了不同版本的資料以方便你的使用，在起初階段，如果我們安排的練習時間比較短，那麼安排練習的L4M6考題數量也要同步縮減，L4M6考試證實該候選人擁有CIPS Supplier Relationships領域的基礎知識和經過驗證的技能。

使用L4M6更新 - 告別CIPS Supplier Relationships考試煩惱

我們的CIPS L4M6考古題是IT專家團隊利用他們的經驗和知識來獲得的，滿足每位考生的需求，保證考生第一次參加L4M6考試順利的通過，我們的產品能讓考生得到更快得到更新更準確的CIPS的L4M6考試相關資訊，它覆蓋面很大很廣，可以為很多參加IT認證考試的考生提供方便，而且準確率100%，能讓你安心的去參加考試，並通過獲得L4M6認證。

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