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In order to pass the CIPS L4M6 Exam, candidates must demonstrate an in-depth understanding of key concepts, theories, and practices related to supplier relationships. This includes a thorough understanding of how to manage supplier performance, negotiate contracts, mitigate supplier risks, and develop suppliers to ensure that they meet the needs of the organization. In addition, candidates must also demonstrate their ability to apply this knowledge to real-world scenarios and make strategic decisions that will improve supplier relationships and contribute to organizational success.

CIPS Supplier Relationships Sample Questions (Q84-Q89):

NEW QUESTION # 84

According to Mendelow, there are four ways stakeholders can be managed, depending on the amount of power they have, and how interested they are in your project. What are these four categories?

- A. Keep satisfied, keep informed, minimal effort, no effort
- B. Keep informed, keep happy, keep satisfied, keep notified
- C. Manage closely, manage loosely, keep satisfied, keep informed
- **D. Minimal effort, manage closely, keep informed, keep satisfied**

Answer: D

Explanation:

The four categories are; Minimal effort, manage closely, keep informed, keep satisfied. You can see the Matrix on p.81. An easy way to remember this is there are 2 Ms and 2 Keeps. And these sit on opposite sides of the matrix.

NEW QUESTION # 85

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. Do frequent appraisals on the supplier
- C. Ensure there is a damages clause in the contract
- **D. Conduct regular audits**

Answer: D

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 # 86

Which of the following are advantages for the buyer of early supplier involvement with the buyer's product development team?

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

Answer: D

Explanation:

Early supplier involvement ensures the supplier understands process timelines and allows the buyer to leverage supplier capabilities. This improves product development efficiency and enhances outcomes.

NEW QUESTION # 87

Philip is working with a supplier where the annual spend is low but the market risk is high. What portfolio analysis category would be appropriate?

- **A. Bottleneck**
- B. Non-critical
- C. Strategic
- D. Leverage

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

In the Kraljic Matrix, a 'Bottleneck' item is characterized by low financial impact but high supply risk. These items may be sourced from a limited number of suppliers or involve complex logistics, making them susceptible to supply disruptions. Managing bottleneck items requires strategies focused on risk mitigation, such as developing alternative suppliers or holding strategic stock reserves.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 88

Products or services that are more suitable for partnership sourcing match which of the following criteria?

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

Answer: A

Explanation:

Partnership sourcing is suitable for products that contribute to the buying organization's unique selling point (USP) and for critical products on which key customers depend. This approach ensures strategic alignment and mutual benefits for both parties, focusing on collaboration rather than cost alone.

NEW QUESTION # 89

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