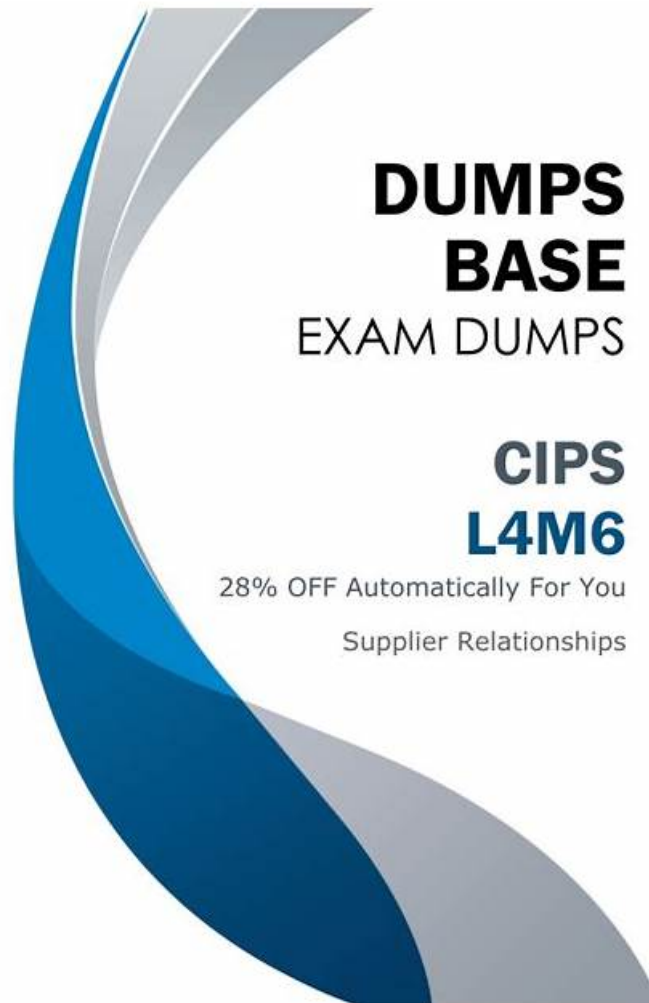


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CIPS L4M6 exam is a crucial test for anyone looking to advance their career in procurement and supply chain management. By demonstrating expertise in supplier relationships, professionals can show that they are capable of managing suppliers effectively and helping their organization achieve its goals. L4M6 exam is designed for those who have already completed the CIPS Level 4 Diploma in Procurement and Supply, and passing it is a requirement for achieving the full diploma.

CIPS L4M6 Exam covers a wide range of topics related to supplier relationships, including the importance of supplier performance management, the role of communication in supplier relationship management, and the various strategies for managing supplier risk. Candidates will also be tested on their understanding of the legal and ethical considerations of supplier relationships, as well as their ability to negotiate and manage contracts with suppliers.

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CIPS Supplier Relationships Sample Questions (Q236-Q241):

NEW QUESTION # 236

What are service credits?

- A. When a buyer makes a purchase on credit
- B. A type of payment where goods are delivered before payment is made
- C. A clause in a contract that allows for additional bonus payments for meeting KPIs
- D. A mechanism for performance management where the buyer has the right to deduct money from payments owed for under performance

Answer: D

Explanation:

The correct answer is "A mechanism for performance management where the buyer has the right to deduct money from payments owed for under performance". A definition is provided on p.113 and states "If a supplier fails to meet the standard set in the service credits, the buyer has the right to deduct set amounts of money from payments owed to the supplier"

NEW QUESTION # 237

Which of the following are considered 'wastes' which can be removed from a business? Select THREE.

- A. Equity
- B. Transportation
- C. Inventory
- D. Over-processing
- E. Stockout

Answer: B,C,D

Explanation:

The seven wastes (as defined by Taiichi Ohno) can be remembered as Tim Wood; transportation, inventory, motion, waiting, over-processing, over-production, defects. Some people add an S onto the end of Tim Wood to make Tim Woods (the s is for skills). In some modules of CIPS, they refer to 8 wastes and include skills, but in M6 they've only put the 7 on p.70.

NEW QUESTION # 238

'tail spend' is a common category used in procurement and describes a category of items. What characteristics do these items have?

- A. High value, high volume
- B. High value, low volume
- C. Low value, high volume
- D. Low value, low volume

Answer: C

Explanation:

Tail spend items are low value, high volume. P. 132

NEW QUESTION # 239

A textile company is purchasing a new item which is low value. This item is likely never to be required again by the company and is widely available from many different suppliers. Which commercial relationship type would be most effective for the buyer to choose?

- A. Adversarial
- B. Outsourcing
- C. Partnership
- D. Closer tactical

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

For one-off, low-value purchases that are readily available from multiple suppliers, an adversarial relationship is often appropriate. This type of relationship is transactional, with minimal collaboration or long-term commitment. The focus is on obtaining the best price and terms for a specific purchase without investing in developing a deeper relationship.

Reference:

"Adversarial relationships are typically used for low-value, one-off purchases where there is little need for collaboration."- CIPS L4M6 Study Guide

NEW QUESTION # 240

In the Purchasing Portfolio Matrix, a leverage product is a product in a market where it is easy to switch suppliers and the quality is standardised. Is this TRUE or FALSE?

- A. False, the product is in a supply market which is highly complex and the product is of high importance
- B. False, the product is in a supply market which is highly complex and the product is of low importance
- C. True, the product is in a supply market which is of low complexity and the product is of low importance
- D. True, the product is in a supply market which is of low complexity and the product is of high importance

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

Leverage products are characterized by:

* High profit impact: They significantly affect the company's bottom line.

* Low supply risk: They are available from multiple suppliers, making it easy to switch if necessary.

These products often have standardized quality, and the competitive supply market allows buyers to negotiate favorable terms.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 241

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