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## L4M6 Reliable Exam Pass4sure, Test L4M6 Guide

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CIPS L4M6 Certification Exam is an excellent credential for procurement professionals who are looking to advance their careers in supplier relationship management. It covers a range of topics and tests both theoretical knowledge and practical skills. CIPS Supplier Relationships certification is internationally recognized and highly valued by employers, making it a great way to enhance career opportunities and differentiate oneself from other professionals in the field.

## CIPS Supplier Relationships Sample Questions (Q42-Q47):

### NEW QUESTION # 42

Which of the following activities are likely to be undertaken in Pareto Analysis?

- \* Focusing on items that will leverage procurement's time in order to add value
- \* Identifying items into leverage and strategic, thus helping to prioritise procurement activities
- \* Separating items into critical few and trivial many to determine areas of higher spend
- \* Helping to determine the buyer's attractiveness to the supplier

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

**Answer: C**

Explanation:

Pareto Analysis is based on the 80/20 principle, which CIPS uses to help procurement professionals:

- \* Identify the small number of items accounting for the majority of spend or value
- \* Focus effort where it adds the most value

Key activities include:

- \* Prioritising procurement time and resources (Statement 1 #)
- \* Separating spend into critical few and trivial many (Statement 3 #)

Statement 2 relates to Kraljic portfolio analysis, and Statement 4 relates to supplier preferencing, not Pareto.

L4M6 Reference:

- \* Learning Outcome 1: Understand procurement analysis and segmentation tools
- \* Topic: Pareto (80/20) analysis
- \* CIPS L4M6 Study Guide - Spend analysis and prioritisation

#### NEW QUESTION # 43

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

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

**Answer: D**

Explanation:

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

#### NEW QUESTION # 44

A procurement manager has established a project steering committee to undertake regular reviews and audits, and to ensure a successful buyer/supplier long-term partnership. The committee membership will comprise the procurement manager (chairperson), three of their cross-functional colleagues, the supplier's partnership project manager, and an independent member. Which of the following is a potential disadvantage of the proposed committee structure?

- A. The procurement manager should not be the chairperson of the committee
- B. The size of the committee is too large as there should be a limit of three members
- **C. The supplier does not have equal membership in the committee**
- D. The committee includes an independent member

**Answer: C**

Explanation:

Effective partnership governance requires balanced representation from both buyer and supplier. If the supplier has fewer members than the buyer, decision-making power becomes unequal, potentially undermining collaboration.

#### NEW QUESTION # 45

When is partnering a particularly suitable approach to sourcing?

- A. Low-cost items
- B. Common and repetitive items
- **C. High-risk contracts**
- D. Large supply bases

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation:

Partnering is most suitable in scenarios involving high-risk contracts, where the complexity, uncertainty, or strategic importance of the

procurement necessitates close collaboration between the buyer and supplier. In such cases, a partnership allows for shared risk management, joint problem-solving, and mutual investment in achieving long-term objectives. This approach is less appropriate for low-cost, low-risk, or commoditized items where transactional relationships suffice.

Reference:

CIPS L4M6 Study Guide

#### NEW QUESTION # 46

A large office orders weekly from a stationery supplier. The items are low-cost, and if the delivery is a day late, it does not affect the running of the office. Where would this supplier be positioned in a supplier matrix?

- A. Leverage
- B. Bottleneck
- C. Critical
- D. Routine

**Answer: D**

Explanation:

Routine suppliers provide low-value, low-risk items with minimal operational impact. These suppliers are managed with minimal engagement or oversight in a cost-effective manner.

#### NEW QUESTION # 47

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