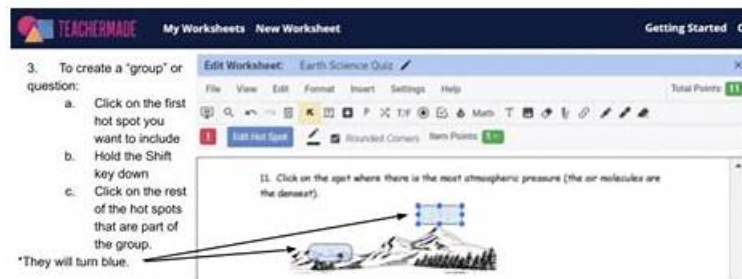


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CIPS L4M6 (CIPS Supplier Relationships) certification exam is an important professional milestone for anyone who wants to establish their expertise in supplier management. L4M6 exam is designed to validate the skills and knowledge necessary to develop and maintain effective vendor relationships that benefit both the organization and the supplier. Achieving this certification shows that an individual understands the significance of supplier management, and is able to implement best practices to sustain successful collaborations.

CIPS L4M6 Certification Exam is suitable for procurement professionals who want to enhance their knowledge and skills in managing supplier relationships. It is ideal for those who are responsible for sourcing and managing suppliers or managing supplier contracts. L4M6 exam is also useful for individuals who want to demonstrate their expertise in supplier relationship management and advance their careers in procurement and supply chain management. CIPS Supplier Relationships certification is recognized globally and demonstrates a professional's commitment to continuous learning and professional development in the field of procurement.

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CIPS Supplier Relationships Sample Questions (Q153-Q158):

NEW QUESTION # 153

A printing company is seeking to start developing a digital solution for its customers. They will need to outsource this element of the business as it is not an area they have worked in. What would be the most effective way for them to approach the market for a digital partner?

- A. Review existing suppliers only
- B. Cost-based review of the market
- C. Early engagement with the whole market
- D. Pre-define all requirements before approaching the market

Answer: C

Explanation:

Early engagement with the whole market is crucial when entering a new technical domain. It allows the company to assess the capabilities, innovations, and fit of various suppliers before locking down specifications. CIPS guidance emphasizes the value of market engagement in developing effective specifications and selecting the right partner.

NEW QUESTION # 154

A buyer has a requirement to purchase 1,000 widgets for a manufacturing company. The widgets are critical for the next stage of the manufacturing process. What would be the key selection criterion for this buyer?

- A. Ability to meet ISO standards
- **B. Ability to deliver by the deadline**
- C. Ability to produce low-cost widgets
- D. Ability to add value to the order

Answer: B

Explanation:

When procuring critical components essential for the continuity of manufacturing processes, timely delivery becomes paramount. Delays can halt production lines, leading to significant financial losses. Therefore, the supplier's ability to meet delivery deadlines is the key selection criterion, as emphasized in the CIPS L4M6 study guide.

NEW QUESTION # 155

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. Critical/Strategic Spend**
- B. It isn't possible to tell
- C. Tactical Spend
- D. Operational 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 # 156

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

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

Answer: A,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 # 157

The Queen Victoria is a traditional British pub which serves a range of alcoholic beverages. It has a partnership relationship with a local brewery which supplies several types of beer and cider. Logistics is a key concern for the Queen Victoria as deliveries must be

Answer: B

- Explanation:

P. 136. A lot of the questions on the

NEW QUESTION # 158

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