

# L4M6 Actual Real Questions: CIPS Supplier Relationships & L4M6 Practice Questions



CIPS Level 4 – Diploma in Procurement and Supply

## Supplier Relationships [L4M6]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

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The CIPS L4M6 exam covers several areas, including supplier segmentation and selection, negotiation, performance management, contract management, and risk management. These topics are critical for effective supplier management, and require a comprehensive understanding of the supplier relationship lifecycle. Individuals who pass the CIPS L4M6 Exam demonstrate their ability to navigate the complex supplier ecosystem and develop coherent strategies to support their organization's goals. CIPS Supplier Relationships certification also validates that individuals are equipped to manage potential challenges in collaboration with suppliers, and maintain a healthy relationship throughout the supplier lifecycle.

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### CIPS Supplier Relationships Sample Questions (Q100-Q105):

#### NEW QUESTION # 100

Which of the following characteristics would appear in the Supplier Preferencing Model when a buyer has a high spend with a supplier? Select TWO that apply.

- A. Tactical
- B. Nuisance
- C. Development
- D. **Exploitable**
- E. Core

**Answer: D,E**

Explanation:

In the Supplier Preferencing Model:

- \* Core: A buyer with high spend and high attractiveness is viewed as critical by the supplier, encouraging strategic collaboration.
- \* Exploitable: Where buyer spend is high but power is lower, suppliers may exploit the situation by raising prices or setting unfavorable terms.

These are the two scenarios associated with high spend buyers.

#### NEW QUESTION # 101

Kinky Boots Ltd provides high heeled shoes in large sizes. Their target market are Drag Queens. There are a couple of rival shoe manufacturers in this market and Kinky Boots Ltd offer the cheapest high heels. What strategy is Kinky Boots Ltd employing in terms of competitive advantage?

- A. cost leadership
- B. differentiation focus
- C. **cost focus**
- D. differentiation

**Answer: C**

Explanation:

This is 'cost focus' - Kinky Boots is both focusing on being a cost leader (by providing the cheapest products) and focusing on a niche market (drag queens). When these two strategies are combined it is called 'cost focus'.

There's a couple of questions on Porter's Generic Strategies in the exam- there's a useful diagram of this on P.

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#### NEW QUESTION # 102

When using competitive forces theory, suppliers are powerful in which of the following situations? Select THREE that apply.

- A. The switching costs are high
- B. There are few substitute products
- C. There is potential for backward integration
- D. **The product is highly differentiated**
- E. The product is undifferentiated
- F. The volume purchased is not important

**Answer: A,B,D**

Explanation:

Suppliers gain power when their products have limited substitutes, are highly differentiated, or when switching costs are high. These factors reduce buyer leverage and increase supplier influence, as described in Porter's Five Forces model.

**NEW QUESTION # 103**

When using portfolio analysis, in which segment would you place a product with high expenditure, potentially provided by a large number of suppliers?

- A. Acquisitive
- **B. Leverage**
- C. Strategic
- D. Critical

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation:

In the Kraljic Matrix, products are categorized based on supply risk and profit impact:

\* Leverage items: These have a high profit impact but low supply risk. They are often high-expenditure items available from multiple suppliers, allowing the buyer to leverage purchasing power to negotiate better terms.

Given the product has high expenditure and is available from many suppliers, it fits into the 'Leverage' category.

Reference:

CIPS L4M6 Study Guide

**NEW QUESTION # 104**

A vehicle company has a partnering relationship with the manufacturer of its engines. The manufacturer is considered a key partner and is already involved in product development at the vehicle company in several strategic projects. The car company and engine manufacturer have integrated systems for a just-in-time (JIT) delivery. Is this an example of a significant integration partnership?

- **A. Yes, because it includes elements of joint product development**
- B. No, it is an example of a less time-intensive partnership
- C. No, as there is a short-term focus on the relationship
- D. Yes, as this is an example of a target costing approach

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation:

The described relationship includes:

\* Joint Product Development: Collaborative involvement in strategic projects indicates a deep partnership.

\* Integrated Systems: JIT delivery systems require synchronized operations, reflecting significant integration.

These elements are hallmarks of a significant integration partnership.

Reference:

"Strategic Supply Chain Partnership"-ResearchGate: Strategic Supply Chain Partnership

**NEW QUESTION # 105**

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