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CIPS L4M8Procurement and Supply in Practice1



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To be eligible for the CIPS L4M6 certification exam, candidates must have completed the CIPS Level 4 Diploma in Procurement and Supply or an equivalent qualification. L4M6 exam consists of 60 multiple-choice questions and is available in both paper-based and computer-based formats. Candidates have two hours to complete the exam, and a passing score of 60% is required to obtain the certification. Additionally, the CIPS L4M6 certification is valid for three years, after which candidates may need to complete a re-certification process to maintain their certification status.

CIPS L4M6 Exam is recognized globally and is highly valued by employers in the procurement and supply chain industry. Passing the exam demonstrates that the candidate has the knowledge and skills necessary to establish and maintain effective supplier relationships that can benefit their organization. It is a valuable asset for anyone looking to advance their career in procurement.

CIPS Supplier Relationships Sample Questions (Q15-Q20):

NEW QUESTION # 15

Which of the following factors would you use to analyse the macro-environment? Select THREE.

- A. cultural
- B. philosophical
- C. legislative
- D. social
- E. political

Answer: C,D,E

Explanation:

STEEPLE is what is used to analyse the macro-environment; the factors are; social, technological, economic, environmental, political, legislative and ethical. Details of this can be found on p.43-44

NEW QUESTION # 16

An automotive company has hired Tom as the procurement manager. Tom is to manage a team of two people who have worked in the department for a number of years. Conflict exists between the two members of staff due to an overlap of responsibilities. Which of the following processes would be most appropriate for Tom to use to reduce this conflict?

- A. Tom could restructure the team so both members do not have to work together
- B. Tom could avoid mentioning the conflict and hope that it is resolved without action
- C. Tom could hire an additional member of staff to take on some of the duties
- D. Tom could arrange a meeting and set performance targets for each member

Answer: D

Explanation:

Arranging a meeting to clarify roles and setting performance targets provides clear expectations and encourages accountability. This aligns with CIPS guidelines on managing conflicts through constructive engagement.

NEW QUESTION # 17

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 made when there is room in the cellar to store the barrels of beer and cider. In what ways could the logistics risk be reduced?

- A. Issuing POs electronically.
- B. Sharing up-to-date information
- C. Batch ordering
- D. Using several suppliers instead of one

Answer: B

Explanation:

The logistics risk can be reduced by 'Sharing up-to-date information'. If the Pub tells the supplier when it's running low, they can then time the deliveries more accurately.

P. 136. A lot of the questions on the

'Partnerships' chapters of the book are common-sense questions like this. It involves reading the question and using logic, rather than relying on your knowledge of procurement. If you found this question easy - that's a good sign for the exam.

NEW QUESTION # 18

A competitive advantage can be gained by doing what?

- A. Completing formal tenders for all buying requirements
- **B. Building better relationships with primary stakeholders**
- C. Engaging in market research
- D. Increasing your prices

Answer: B

Explanation:

The correct answer is 'Building better relationships with primary stakeholders'. This is a direct quote from the start of chapter 2.2: 'building better relationships with primary stakeholders such as employees, customers, suppliers and communities could lead to increased shareholder wealth by developing a competitive advantage'. The other three options wouldn't give you a competitive advantage; increasing prices would do the opposite, engaging in market research won't give you a competitive advantage unless you do something with that research such as implement a change to your business, and completing formal tenders for everything would be a waste of time and resources- there's no need to tender for low value, low risk items. See p.80

NEW QUESTION # 19

Which of the following documents would you expect a supplier to submit as part of a Request for Proposal? Select THREE

- **A. Method Statements**
- **B. Full pricing information**
- **C. Risk Assessments**
- D. Liquidity Ratio
- E. Gearing Ratio

Answer: A,B,C

Explanation:

You would expect a supplier to submit full pricing information, risk assessments and method statements. However, depending on what you're procuring, you might not need to see risk assessments or method statements. Liquidity and Gearing may be looked at during the Pre-Qualification stage, but wouldn't form part of a RFP. See p.76

NEW QUESTION # 20

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