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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

L4M6 Sample Questions V5 Sept 2028

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CIPS Supplier Relationships Sample Questions (Q161-Q166):

NEW QUESTION # 161

The Managing Director of XYZ Ltd has asked the Procurement Manager to support the engineering team and ensure a new product design is suitable for volume manufacturing. The Procurement Manager arranged a series of meetings with suppliers and its internal development team, the XYZ manufacturing department, and research and development department to get their feedback on the proposed design. What are the activities undertaken by XYZ Ltd called?

- * Early supplier involvement
- * Benchmarking
- * Cross-organisational involvement
- * Subcontracting

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

Answer: D

Explanation:

Comprehensive and Detailed Explanation:

Early Supplier Involvement (ESI) refers to the practice of involving suppliers early in the product development process to leverage their expertise and capabilities. Cross-organisational involvement entails collaboration across various departments within the organization, such as procurement, engineering, manufacturing, and R&D, to ensure the product design is feasible and efficient for production.

Reference:

CIPS L4M6 Study Guide

NEW QUESTION # 162

When a large organization partners with a small supplier to develop new technology, it is necessary for regular communication. Is this statement true?

- A. No, because partnerships do not require regular communication during development of new technology
- B. Yes, because partnerships require regular communication to succeed in meeting mutual objectives
- C. Yes, because a small supplier must be told what to do and when, because they have fewer employees
- D. No, because regular communication will stop a small supplier from doing their work

Answer: B

Explanation:

Effective communication is essential in partnerships to ensure alignment on objectives, progress updates, and issue resolution. Regular communication builds trust and fosters collaboration, leading to successful outcomes.

NEW QUESTION # 163

A supermarket is struggling with sales and has done an analysis on its competitors. It has discovered that it has two major competitors; one provides groceries at a much cheaper price and another that provides only organic products. The supermarket has decided that it wants to continue providing groceries to a wide target audience but that it will compete by offering superior customer service. What is the supermarket's source of competitive advantage?

- A. cost focus

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

Answer: D

Explanation:

This is differentiation as the target market is broad. Differentiation focus would be if the supermarket was targeting a niche market. There's a couple of questions on Porter's Generic Strategies in the exam- there's a useful diagram of this on P.13

NEW QUESTION # 164

A partnership relationship in portfolio analysis is appropriate for which category of procurement?

- A. Strategic security
- B. Tactical acquisition
- C. Tactical profit
- D. Strategic critical

Answer: D

Explanation:

Partnership relationships are typically used for strategic critical items where the product is essential to operations, and the supplier's input significantly impacts success. These relationships are nurtured through mutual trust and collaboration to mitigate supply risk and ensure long-term value.

NEW QUESTION # 165

Can a cost leadership strategy be described as 'no frills'?

- A. Yes, it lowers the cost and increases the competitive scope
- B. No, as it increases the costs and narrows the market segment
- C. Yes, it lowers the cost and differentiates the product
- D. No, as it increases the costs and differentiates the product

Answer: A

Explanation:



Cost leadership (Porter's generic strategy) is often referred to as a "no-frills" approach, where the organisation focuses on reducing costs and offering competitive prices across a broad scope. The aim is to become the lowest-cost producer while maintaining acceptable quality.

NEW QUESTION # 166

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