



Free Questions for L4M6 by [certsinside](#)

Shared by [Johns](#) on [15-04-2024](#)

For More Free Questions and Preparation Resources

[Check the Links on Last Page](#)

Question 1

Question Type: MultipleChoice

The ABC Analysis, also known as the Pareto Analysis, is a technique that can be used by procurement to which purpose?

Options:

- A- supplier positioning
- B- cost analysis
- C- relationship spectrum
- D- cost engineering

Answer:

A

Explanation:

ABC / Pareto is a 'Portfolio Analysis Technique to assess the relationships in a supply chain'. This, along with the Kraljic Matrix are two examples of 'Supplier Positioning Models'. See chapter 2.1 p.17 for more details on this

Question 2

Question Type: MultipleChoice

Which of the following is a valid reason for ending a relationship with a supplier?

Options:

- A- the supplier delivered one delivery late
- B- force majeure
- C- the contract has ended
- D- the supplier has a new CEO who you don't like

Answer:

C

Explanation:

CIPS state the following reasons for the end of supplier relationships; the contract comes to a natural end, the contract is re-tendered, a material breach or the supplier becomes insolvent (p.15) In this case the only valid option is 'the contract has ended'.

Question 3

Question Type: MultipleChoice

Which of the following is not a stage in the relationship life-cycle?

Options:

- A- on-boarding
- B- qualification
- C- performance management
- D- design the specification

Answer:

D

Explanation:

Designing the specification is not a stage in the relationship cycle- this would be done before the relationship begins. There are 6 stages of the relationship cycle; on-boarding, qualification, segmentation and risk management, performance management, development and innovation, phase out. P.13

Question 4

Question Type: MultipleChoice

At what stage of the relationship cycle could you use Carter's 10 Cs?

Options:

- A-** on-boarding
- B-** qualification
- C-** segmentation and risk management
- D-** development and innovation

Answer:

B

Explanation:

Carter's 10 Cs are a way to qualify (aka shortlist) a supplier. See p.11 for more details on this and p.10 for the stages of the relationship cycle.

Question 5

Question Type: MultipleChoice

Which of the following relationship types would you consider using for a Main Contractor on a building construction project, who will be responsible for co-ordinating the activities of other suppliers?

Options:

A- partnership

- B- transactional
- C- closer tactical
- D- co-destiny

Answer:

C

Explanation:

in tiered supply chains, a closer-tactical relationship could be used between a buyer and a supplier who will be responsible for coordinating the activities of other suppliers (p.8 of the textbook).

Question 6

Question Type: MultipleChoice

Lion Manufacturing is about to enter into a partnership with Penguin Logistics, who will provide delivery to and from Lion Manufacturing's factories and warehouses. In this relationship, what type of negotiation strategy should Lion manufacturing use?

Options:

A- win: win

B- win: lose with the supplier winning

C- lose: lose

D- win: lose with the buyer winning

Answer:

A

Explanation:

partnerships are always win: win p.7

To Get Premium Files for L4M6 Visit

<https://www.p2pexams.com/products/l4m6>

For More Free Questions Visit

<https://www.p2pexams.com/cips/pdf/l4m6>

