

CIPS L4M6

Supplier Relationships

For More Information – Visit link below:

<https://www.examsempire.com/>

Product Version

1. Up to Date products, reliable and verified.
2. Questions and Answers in PDF Format.



<https://examsempire.com/>

Visit us at: <https://www.examsempire.com/l4m6>

Latest Version: 12.0

Question: 1

[Relationship approaches and the sourcing process]

Which of the following are typical drivers for a partnership between the buyer and the supplier? Select the THREE that apply.

- A. The buyer has a high spend with the supplier
- B. There are many suppliers in the market
- C. The product is critical for the buyer
- D. The product is a commodity
- E. The product is technically complex
- F. The supplier provides the product to a buyer's competitor

Answer: A,C,E

Question: 2

[Contractual approaches in supplier relationships]

Which of the following options are legitimate reasons for terminating a contract? Select TWO that apply.

- A. You ordered 10,000 items instead of 1,000
- B. One of the contracted parties has clearly failed to perform its duties
- C. There has been a serious breach of contract terms
- D. Your internal stakeholder requested the wrong items
- E. Your MRP system placed a replenishment order that you do not need

Answer: B,C

Question: 3

[Relationship approaches and the sourcing process]

Products or services that are more suitable for partnership sourcing match which of the following criteria?

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

Answer: A

Question: 4

[Partnership and collaboration models]

Stephen Jones is assessing the relationships he has with his supplier base. Which of the following would be drivers for Stephen to adopt a partnership relationship with a supplier?

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

Answer: D

Question: 5

[Contractual approaches in supplier relationships]

Sugar Doughnut Ltd has a jam supplier that they have used successfully for over ten years. They have made investments in the supplier's factory to support them with capital equipment upgrades in return for cost reduction on jam. The two companies also collaborate on bids for large supermarkets when looking to supply doughnuts and work together on quality improvements. No contracts exist between the two companies. Could this relationship be said to be a partnership relationship?

- A. No, because contracts do not exist between the two companies
- B. No, because they have only worked together for ten years
- C. Yes, because they have demonstrated close collaboration on various projects
- D. Yes, because they both operate in the food sector

Answer: C

Thank You for Trying Our Product

Special 16 USD Discount Coupon: NSZUBG3X

Email: support@examsempire.com

**Check our Customer Testimonials and ratings
available on every product page.**

Visit our website.

<https://examsempire.com/>