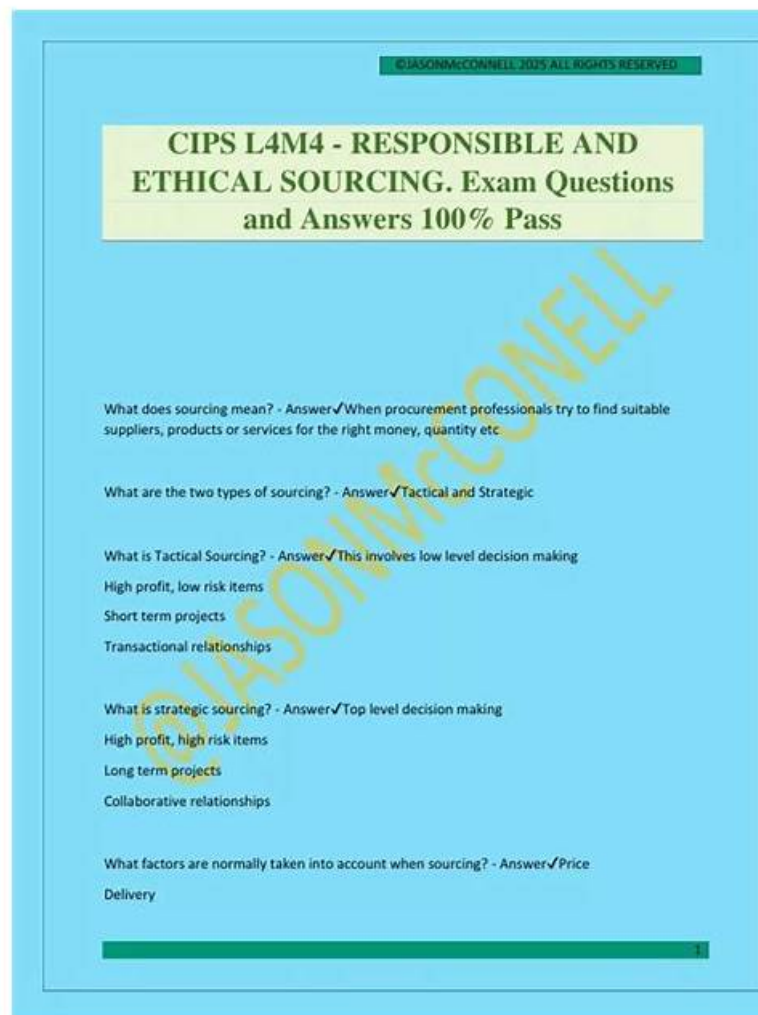


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CIPS Ethical and Responsible Sourcing Sample Questions (Q111-Q116):

NEW QUESTION # 111

A procurement manager is undertaking a financial due diligence of potential suppliers.

Which of the following financial elements are used in the calculation of gearing?

Select TWO that apply.

- A. Operating costs
- B. Cost of sales
- C. Current liabilities
- D. Ordinary share capital
- E. Long-term loans

Answer: D,E

Explanation:

Gearing is a measure of a supplier's long-term financial risk and indicates the proportion of debt used to finance the organisation compared with equity. It is calculated using long-term debt (such as long-term loans) in relation to shareholders' equity (ordinary share capital). High gearing suggests greater reliance on borrowed funds, increasing the risk of financial instability and potential supply disruption. Cost of sales and operating costs relate to profitability, while current liabilities are short-term obligations assessed through liquidity ratios, not gearing. Procurement professionals must understand gearing when conducting financial due diligence to ensure suppliers are financially sustainable and capable of meeting long-term contractual commitments.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - Financial appraisal of suppliers; gearing and solvency analysis.

NEW QUESTION # 112

Which financial statement would be used for analysing an organisation's assets?

- A. Profit and loss account (statement of financial performance)
- B. Cash flow statement
- C. Credit rating reports
- D. Balance sheet (statement of financial position)

Answer: D

Explanation:

The balance sheet, also known as the statement of financial position, provides a snapshot of an organisation's assets, liabilities, and equity at a specific point in time. It is the primary financial statement used to analyse what an organisation owns and owes. The profit and loss account focuses on income and expenses, while the cash flow statement shows cash movements. Credit rating reports summarise financial risk but are not financial statements. Ethical and responsible sourcing requires procurement professionals to understand balance sheets to assess supplier stability and reduce supply continuity risks.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - financial statements and supplier assessment.

NEW QUESTION # 113

Which of the following are examples of secondary data? Select TWO

- A. commissioned market research
- B. trade fairs and exhibitions
- C. networking
- D. comparison websites
- E. economic indices

Answer: D,E

Explanation:

Economic indices and comparison websites are secondary sources of data. The other three are examples of primary sources of data.

Primary= you get the data yourself

Secondary = you find the data from somewhere else

NEW QUESTION # 114

Ali is the Category Manager at an airplane manufacturing factory. He works with many different suppliers who provide different components for the planes. The company is investing heavily in Environmental and Social Governance and Ali has been asked by the CEO what the best practice is to ensure ethical behaviour from suppliers. Ali has suggested completing Audits. Is this the right thing to do?

- A. No- audits will only reveal financial issues not ethical ones
- **B. yes - these can be completed without warning which would give Ali an accurate picture of the supplier's operations**
- C. Yes- audits always uncover ethical violations such as modern day slavery
- D. No- Ali should simply ask the supplier's about their ethical practices

Answer: B

Explanation:

The correct answer is 'yes - these can be completed without warning which would give Ali an accurate picture of the supplier's operations'. The other options are incorrect:

- 1) you can do many types of audit- financial, ethical, Health and Safety etc
- 2) asking a supplier about their ethical practices isn't likely going to get you accurate information. They'll just tell you what they think you want to hear
- 3) audits are great- but they don't ALWAYS uncover issues. Always is the key word in that sentence which makes it incorrect.

NEW QUESTION # 115

Which of the following characteristics are likely to be required within sourcing processes undertaken in the public sector?

- * An emphasis on long-term supplier relationships where possible
- * Maintaining service levels within value and cost parameters
- * All dealings between buyers and suppliers are kept confidential
- * A competitive tendering process is usually encouraged

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

Answer: C

Explanation:

In public sector procurement, maintaining service levels within value and cost parameters is essential to ensure efficient use of public funds. Additionally, a competitive tendering process is encouraged to promote transparency, fairness, and value for money. While long-term supplier relationships can be beneficial, they are not always feasible or emphasized in the public sector due to regulations requiring periodic re-tendering.

Confidentiality is important, but public sector procurement often requires a degree of transparency that precludes complete confidentiality in dealings.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 1.4: Public Sector Procurement Characteristics

NEW QUESTION # 116

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