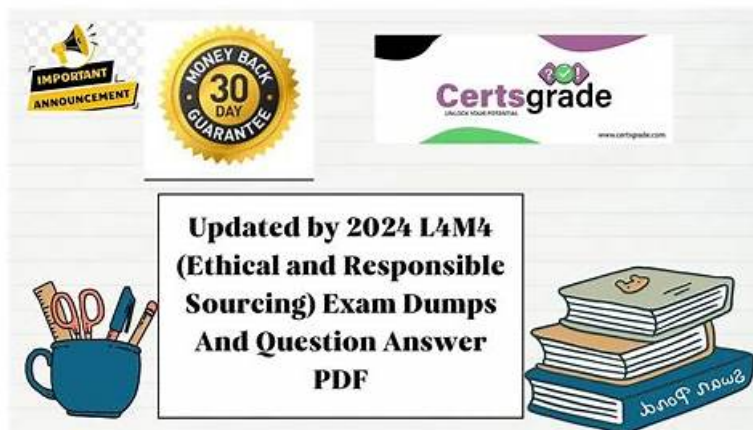


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CIPS Ethical and Responsible Sourcing Sample Questions (Q130-Q135):

NEW QUESTION # 130

The procurement team at Grape Juice Limited often use a weighted point system when app-raising potential suppliers. What is a disadvantage of using a weighted point system?

- A. it is hard to be objective
- B. it is time-consuming to create
- C. it allows transparency
- D. it is easy to manipulate

Answer: C

Explanation:

Weighted points systems can be time consuming to create. They're very transparent and allow for objective grading of supplier bids (so these answers are incorrect). They are not easy to manipulate and this is an advantage of using them.

NEW QUESTION # 131

Which of the following should form part of the initial evaluation process for non-domestic vendor supply proposals?

- A. Supplier development
- **B. Incoterm classifications**
- C. Internal benchmarking
- D. Contract management

Answer: B

Explanation:

In the initial evaluation of non-domestic vendor supply proposals, understanding and applying the correct Incoterm classifications is crucial. Incoterms (International Commercial Terms) define the responsibilities of buyers and sellers in international transactions, including the point at which risk transfers from seller to buyer.

Evaluating these terms early ensures clarity in logistics, costs, and risk management.

Exact Extract from Study Guide:

"When sourcing from international suppliers, it is important to be aware of the key legislative and regulatory requirements in both the home country as well as the country of origin. Depending on product and service type, for example, you may need to consider product safety measures, industry regulations, and environmental regulations. In terms of organizational requirements, it is important to pay attention to details such as applicable payment terms and local labor practices."

NEW QUESTION # 132

Guillermo is a Category Manager within the procurement department of a Manufacturing company. In his Category there are 200 items he procures, and he has recently undertaken an ABC analysis of these. Which of the following items would be C category items?

- **A. tail spend**
- B. high value items
- C. one-off purchases
- D. strategic sourcing

Answer: A

Explanation:

The C category is the 'tail spend' - it represents a large number of suppliers of small value items.

I recommend giving this a read ABC Classification & ABC Method | CIPS

NEW QUESTION # 133

Which of the following can be undertaken by the buyer in relation to the governance of a supplier's ethical and sustainable behaviours?

- * Review the insurance clauses in the contract
- * Check that the supplier's internal policies are up to date
- * Check the supplier's conflict of interest register for their contract
- * Review the non-disclosure agreement for their contract

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

Answer: A

Explanation:

Regularly checking supplier policies and conflict of interest registers helps ensure that suppliers are upholding ethical standards, which supports responsible sourcing practices. This governance activity aligns with ethical guidelines to promote transparency and prevent conflicts that could affect the integrity of the supply chain.

NEW QUESTION # 134

Daniel is evaluating bids from new suppliers who are looking to supply his company XYZ Industries with components for manufacturing. Although price is important, Daniel wishes to consider 'added value'. Which of the following is considered an 'added-value solution'? Select THREE

- A. sustainability
- B. on time in full deliveries
- C. bulk discount
- D. innovation
- E. cost plus pricing

Answer: A,B,D

Explanation:

The correct answers are innovation, on time in full deliveries and sustainability.

The other options are pricing mechanisms rather than 'added value'. Added Value is giving the buyer something extra that's not necessarily financial. It can be as simple as delivering orders quicker than expected, or having a dedicated customer service phone line. Something that makes their lives a little easier.

NEW QUESTION # 135

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