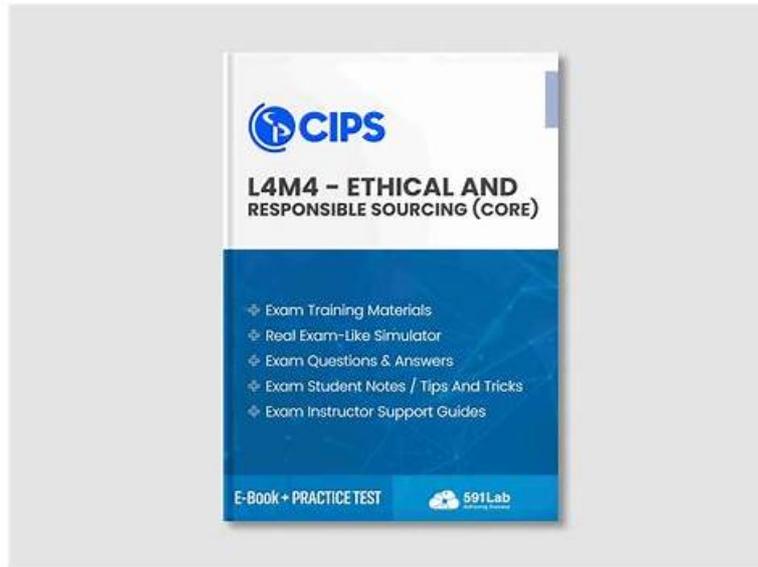


# 100% Pass CIPS - Valid L4M4 - Ethical and Responsible Sourcing Exam Blueprint



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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Understand options for sourcing requirements from suppliers: This section covers the sourcing process, approaches, options, and award criteria for obtaining requirements from suppliers. The sub-topics provide a foundation for strategic sourcing.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Understand the key processes that can be applied to the analysis of potential external suppliers:</li></ul>
Topic 3	<ul style="list-style-type: none"><li>This section examines analyzing market data, obtaining quotations</li><li>tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>Understand compliance issues when sourcing from suppliers: It explores legislative, regulatory, and organizational requirements for sourcing. It compares the use of audit and other mechanism of feedback.</li></ul>

>> L4M4 Exam Blueprint <<

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## CIPS Ethical and Responsible Sourcing Sample Questions (Q64-Q69):

### NEW QUESTION # 64

Which of the following is not a type of fraud that procurement professionals should be vigilant for?

- A. phishing
- B. coercion
- C. identity theft
- D. kickback

**Answer: B**

Explanation:

Coercion is not a type of fraud. The other three are.

### NEW QUESTION # 65

When conducting an ABC analysis- what category of items and type of suppliers would you typically find in the A category?

- A. low value items, strategic suppliers
- B. low value items, transactional suppliers
- C. high value items, transactional suppliers
- D. high value items, strategic suppliers

**Answer: D**

Explanation:

A Category spend is high value and strategic suppliers. C category is low value, high volume of spend aka tail spend. The bits in the middle are B category.

For example when you have a baby you have to buy lots of stuff for it. Your A spend is the big, important and expensive purchases like the pram, cot, carseat. You spend a lot of time in this category because they're important purchases you want to get right. The Tail Spend / C are all the little bits like nappies, baby shampoo, sippy cups. The B category are the bits in between - the purchases are kinda important but aren't as strategic or important as A category. Toys may fall into this category.

### NEW QUESTION # 66

There are a number of models that can be used to appraise suppliers before commencing a full tendering process. Which of the following could be considered when appraising a supplier?

- \* Capacity
- \* Control
- \* Compatibility
- \* Commodity

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

**Answer: A**

Explanation:

Capacity and compatibility are critical factors in supplier appraisal. Evaluating these factors ensures that the supplier can meet the buyer's requirements in terms of production capacity and aligns with responsible sourcing by ensuring the supplier's values and practices are compatible with the buyer's expectations.

### NEW QUESTION # 67

Greg is doing some research on a potential supplier and is concerned that the supplier's funding is based on long-term debts and loans. Working with this supplier therefore might bring additional risks to Greg's business. What should Greg do about his concerns?

- A. use the Return on Investment Ratio

- B. work out the supplier's EBITDA
- C. work out the supplier's gearing ratio
- D. do an Acid Test

**Answer: C**

Explanation:

Greg needs to use a gearing ratio. Gearing is a measure of how the business is being funded and is based on the ratio of debt to equity. Gearing comes up a lot in the exam. Also make sure you know what Return on Investment, Acid Test and EBITDA are. Return on Investment (ROI): How to Calculate It and What It Means (investopedia.com) EBITDA: Definition, Calculation Formulas, History, and Criticisms (investopedia.com) Acid-Test Ratio: Definition, Formula, and Example (investopedia.com)

### NEW QUESTION # 68

A procurement manager suggests implementing an ISO environmental standard to improve procurement practices. Some colleagues worry about complexity and resistance. Should the company proceed?

- A. Yes, as it would align with and help to achieve sustainability goals
- B. Yes, implementation would guarantee compliance with environmental laws
- C. No, because ISO standards are only relevant to large organisations
- D. No, ISO standards are too complex for staff and suppliers

**Answer: A**

Explanation:

ISO environmental standards (e.g., ISO 14001) provide a structured framework for managing environmental responsibilities. They support sustainability goals by embedding continual improvement, legal compliance, and stakeholder trust. They are relevant to organisations of all sizes and sectors, not just large firms. While they do not automatically guarantee compliance, they enhance systematic control, training, and supplier engagement. Resistance and complexity can be overcome with phased implementation and awareness-building. CIPS emphasises that adoption of recognised standards demonstrates responsible sourcing, aligns with CSR strategies, and reassures stakeholders about commitment to sustainability.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - standards, sustainability frameworks, ISO principles.

### NEW QUESTION # 69

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