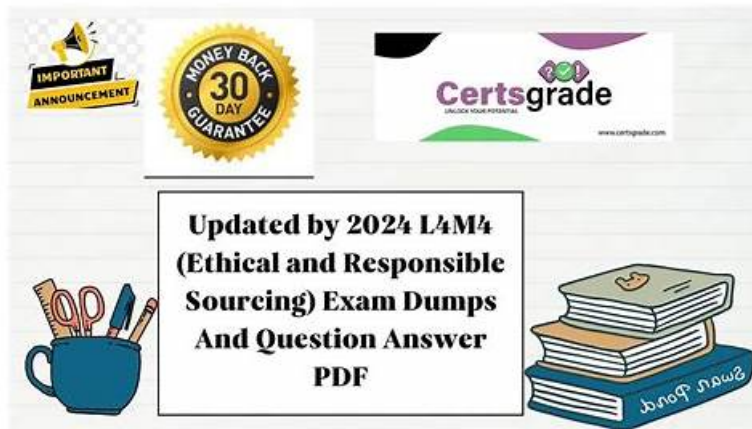


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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> This section examines analyzing market data, obtaining quotations tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
Topic 2	<ul style="list-style-type: none"> 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.
Topic 3	<ul style="list-style-type: none"> Understand the key processes that can be applied to the analysis of potential external suppliers:
Topic 4	<ul style="list-style-type: none"> 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.

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CIPS Ethical and Responsible Sourcing Sample Questions (Q227-Q232):

NEW QUESTION # 227

Khalid is a procurement manager in the UK who is looking to source exotic fruit for a retailer. As this type of fruit doesn't grow naturally in the UK Khalid is looking at international suppliers, but is worried about variations in exchange rates. He is considering asking the suppliers to provide quotes in their local currencies.

Will this reduce the risk posed to Khalid?

- A. yes- when suppliers quote in local currencies you are more likely to get better prices
- **B. no- quoting the prices in GBP / £ will provide Khalid with better security against currency fluctuations**
- C. no- prices should be quoted in GBP / £ as this will reduce the cost of imports
- D. yes- suppliers should quote in their own currencies so there is no risk to the importing company

Answer: B

Explanation:

So you can immediately discount the options starting with yes.

Quoting in GBP / £ rather than the supplier's currency reduces the risk to the buyer. It will not reduce the cost of the import, and will probably increase it as the supplier is then taking on the risk of currency fluctuations.

NEW QUESTION # 228

Which of the following can be interpreted as a normal business practice by some cultures but a form of bribery by others?

- **A. facilitation payment**
- B. phishing
- C. verbal contracts
- D. golden handshake

Answer: A

Explanation:

This is a facilitation payment. It's when a sum of money is given for 'helping to facilitate' a contract. E.g. a procurement manager may accept a facilitation payment from a supplier for selecting him to be a new supplier for a big contract.

In the UK this is definitely considered a bribe. It's also against the CIPS Code of Conflict

NEW QUESTION # 229

An international supplier of shirts provides four different prices for each garment depending on the Incoterm selected by the buyer.

Which Incoterm would support achieving the lowest unit price per garment?

- A. DDP
- B. CPT
- **C. EXW**
- D. DAP

Answer: C

Explanation:

Under EXW (Ex Works) the seller prices only for making goods available at their premises; the buyer bears transport, export formalities, main carriage, and risk from collection. Because the seller's obligations are minimal, the quoted unit price is typically the lowest. Delivered terms (DAP/DDP/CPT) add seller costs and risk, raising the price.

Reference: CIPS L4M4 Study Guide (v2): LO "Application" - Incoterms responsibilities, cost/risk allocation.

NEW QUESTION # 230

What is the best way to demonstrate that your organisation does not tolerate bribery and corruption?

- A. Not working with suppliers who have a reputation for bribery
- B. Requesting suppliers' ethical policies annually
- **C. Having full anti-bribery training, policies, and procedures in place**
- D. Asking all suppliers to read your organisation's anti-bribery policy

Answer: C

Explanation:

The most effective way to demonstrate zero tolerance is by embedding a comprehensive anti-bribery framework: clear policies, mandatory staff and supplier training, reporting channels, and monitoring. Simply requesting suppliers' policies or avoiding known offenders is reactive, not proactive. Requiring suppliers to read policies without internal enforcement lacks substance. CIPS highlights that robust governance structures, supported by recognised frameworks such as the UK Bribery Act or FCPA, reinforce organisational credibility, protect reputation, and ensure compliance. This builds trust across supply chains and ensures ethical standards are maintained.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - ethics, anti-bribery and corruption frameworks.

NEW QUESTION # 231

A procurement manager of a medium-sized company has suggested to their executive board that implementing an ISO environmental standard would improve procurement practices and reduce environmental and social impacts. However, some colleagues are concerned about the potential complexity and supplier resistance. Should the company go ahead with the recommendation?

- A. No, because ISO standards are only relevant to large organisations
- **B. Yes, as it would align with, and help to achieve, sustainability goals**
- C. Yes, implementation would guarantee that the company is compliant with all environmental laws
- D. No, ISO standards are too complex for staff and suppliers to understand and follow

Answer: B

Explanation:

Adopting ISO environmental standards aligns procurement practices with sustainability goals and helps reduce environmental and social impacts. Although implementing ISO standards may require initial adjustments, they foster long-term benefits by promoting responsible and ethical sourcing practices across the supply chain.

NEW QUESTION # 232

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