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CIPS L5M5 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Understand the importance of compliance with ESG (Environmental, Social, and Governance) factors to achieve ethical and sustainable procurement and supply arrangements: This section of the exam measures skills of Supply Chain Specialists and covers methods to ensure compliance with ESG standards in procurement. It includes the use of supply chain mapping, risk management, stakeholder engagement, and contractual terms to secure sustainable practices. Candidates also learn how to monitor supplier performance, handle non-compliance, and utilize third-party auditors to maintain ethical standards. Relationship management strategies, corrective actions, and escalation processes are emphasized as part of ensuring suppliers meet ESG expectations.
Topic 2	<ul style="list-style-type: none">Understand the impact of ESG (Environmental, Social, and Governance) considerations on ethical and sustainable supply chains: This section of the exam measures the skills of Procurement Managers and covers how ESG principles are applied to secure ethical and sustainable supply chains. It looks at the role of environmental, social, and governance factors in procurement decisions, alongside risks and benefits of ESG adoption. Learners also explore issues such as modern slavery, bribery, and human rights, as well as the importance of diversity, inclusion, and stakeholder management. The section highlights how globalization, culture, and labour practices shape supply strategies and examines potential conflicts that may arise when balancing ESG priorities with business demands.

Topic 3	<ul style="list-style-type: none"> Understand initiatives and standards related to ESG (Environmental, Social, and Governance) that support ethical and sustainable procurement and supply: This section of the exam measures the skills of Procurement Leaders and covers the global frameworks and standards that shape ethical supply practices. It explores international labour standards set by organizations such as the UN and ILO, and labour codes like the Ethical Trading Initiative and SA8000. Candidates also examine external environmental frameworks, industry accreditations, and their role in meeting ESG goals. Finally, this section addresses fair trade principles, organizations such as WFTO and Fairtrade International, and the need to align internal governance with global standards.
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CIPS Managing Ethical Procurement and Supply (L5M5) Sample Questions (Q53-Q58):

NEW QUESTION # 53

Which of the following is a disadvantage of Low-Cost Country Sourcing (LCCS)? Select THREE

- A. Low infrastructure costs
- B. Scalability of production
- **C. Currency fluctuations**
- D. Inventory risks
- E. Different laws and regulations

Answer: C,D,E

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Documents:

While LCCS can reduce costs, it also presents risks. The L5M5 study guide (p.72) identifies disadvantages such as inventory risks (C) from longer lead times, different laws and regulations (D) creating compliance challenges, and currency fluctuations (E) impacting costs unpredictably. Low infrastructure costs (A) and scalability of production (B) are advantages, not disadvantages. Procurement professionals must weigh cost savings against these risks and implement mitigation strategies such as dual sourcing and currency hedging.

Reference: Managing Ethical Procurement and Supply (L5M5) Study Guide, p.72

NEW QUESTION # 54

Knowledge that is not taught or learned from books but gained through personal experience is known as what?

- **A. Tacit knowledge**
- B. Inherent knowledge
- C. Implied knowledge
- D. Primary knowledge

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Documents:

The L5M5 study guide (old p.40, new p.64) defines tacit knowledge as knowledge gained through personal experience, observation, and practice rather than formal education. For example, an employee may develop an instinct for supplier negotiation

strategies over years of practice. By contrast, explicit knowledge can be formally recorded and taught. Tacit knowledge provides competitive advantage because it is harder for competitors to imitate. Procurement leaders must capture and share tacit knowledge within teams to strengthen organisational learning.

Reference: Managing Ethical Procurement and Supply (L5M5) Study Guide, p.64

NEW QUESTION # 55

Which of the following statements highlights a key limitation of direct trade that critics argue weakens its ability to ensure ethical practices?

- A. The lack of standardized criteria in direct trade allows companies to define ethical practices on their own, potentially resulting in inconsistent or misleading claims
- B. Direct trade removes the need for third-party certifications, guaranteeing full transparency in all cases
- C. Direct trade enforces strict regulations to ensure fair wages for all workers, including temporary laborers
- D. Power imbalances between producers and buyers are completely eliminated through direct trade agreements

Answer: A

Explanation:

Choice B - This is correct because one of the primary criticisms of direct trade is the lack of universal standards. Companies can define "ethical practices" in their own terms, which may vary widely and lead to confusion or even greenwashing.

Choice A - This is incorrect because while direct trade does not rely on third-party certifications, this does not ensure complete transparency. In fact, the lack of third-party oversight is often criticized as a limitation, as it can lead to inconsistent or unverifiable claims.

Choice C - This is incorrect because direct trade does not guarantee fair wages for all workers, especially temporary or seasonal laborers. The focus is typically on producers or cooperatives, leaving other workers vulnerable to exploitation.

Choice D- This is incorrect because power imbalances can still exist in direct trade relationships. Buyers may hold significant leverage, particularly if producers depend on them as their sole buyer. Direct trade does not inherently eliminate these imbalances.

Reference:

LO-3.3; Page 309-310; Fairtrade standards that affect the workplace and producers and their implications for procurement and supply

NEW QUESTION # 56

A supplier has contracted to deliver a customized piece of machinery to a manufacturing company under a "payment following performance" clause. After delivery, the buyer delays payment, citing the need for additional testing to verify compliance with the agreed specifications.

What is the greatest risk the supplier faces under this "payment following performance" system in this scenario?

- A. The buyer might demand additional goods or services at no extra cost
- B. The supplier might fail to deliver on time and face penalties
- C. The buyer might reject the machinery without valid reasons
- D. The supplier might receive full payment before addressing the buyer's concerns

Answer: C

Explanation:

Choice A- Under a "payment following performance" system, the supplier bears the risk of non-payment or delays if the buyer disputes the performance, even without valid reasons.

Incorrect answer:

Choice B- Payment before addressing concerns contradicts the "payment following performance" system.

Choice C- Demanding additional goods or services is not directly tied to the payment terms.

Choice D- Delivery timing issues relate to performance obligations, not payment risk.

Reference:

LO-2.2; Page 189; Monitoring Contract Performance

NEW QUESTION # 57

Which of the following statements best describes the potential risks associated with adopting ESG considerations?

- A. ESG initiatives are primarily concerned with social factors and do not impact environmental or governance aspects
- B. Implementing ESG considerations guarantees immediate financial returns and market leadership
- C. Adopting ESG practices eliminates all regulatory scrutiny and compliance requirements
- D. Greenwashing can lead to a loss of consumer trust and brand reputation when companies falsely claim to be environmentally friendly

Answer: D

Explanation:

Choice D- Greenwashing involves misleading claims about a company's environmental practices, which can result in significant backlash from consumers and stakeholders. If consumers discover that a company is not genuinely committed to sustainability, it can lead to a loss of trust, negative publicity, and a damaged brand reputation. Thus is the correct answer.

Incorrect answer:

Choice A- ESG initiatives encompass environmental, social, and governance factors, and all three components are interconnected. Ignoring any of these aspects can undermine the overall effectiveness of ESG strategies and fail to address comprehensive sustainability goals.

Choice B- While adopting ESG practices can lead to long-term benefits, such as improved brand loyalty and risk mitigation, it does not guarantee immediate financial returns or market leadership. The transition to sustainable practices often requires time and investment before yielding significant financial benefits.

Choice C- This option is incorrect. Implementing ESG practices does not eliminate regulatory scrutiny; in fact, it may increase it, as regulators are becoming more focused on corporate sustainability and accountability. Companies still need to comply with existing regulations and may face additional reporting requirements related to their ESG efforts.

Reference:

LO-1.1; Page 27; The risks and rewards of adopting ESG considerations in securing ethical and sustainable procurement and supply arrangements

NEW QUESTION # 58

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