

2025 Perfect CIPS L5M5: New Managing Ethical Procurement and Supply (L5M5) Study Notes



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CIPS Managing Ethical Procurement and Supply (L5M5) Sample Questions (Q51-Q56):

NEW QUESTION # 51

Which of the following tools allows you to assess internal factors or drivers?

- A. STEEPLD
- **B. SWOT**
- C. GDP
- D. ABC Analysis

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Documents:

SWOT analysis examines both internal factors (Strengths and Weaknesses) and external factors (Opportunities and Threats).

According to the L5M5 study guide (p.55), SWOT is a strategic tool for assessing organisational drivers and making informed procurement decisions. In contrast, STEEPLED analyses external macro-environmental factors (social, technological, economic, environmental, political, legal, ethical, demographic). GDP (Gross Domestic Product) is an economic indicator, not an analysis tool, while ABC analysis categorises suppliers or inventory based on importance and value, not internal strategic drivers.

Reference: Managing Ethical Procurement and Supply (L5M5) Study Guide, p.55

NEW QUESTION # 52

How can integrating social considerations into sustainable procurement and supply create opportunities for accessing new markets? Select any TWO.

- A. By solely prioritizing the fastest delivery times, regardless of sourcing practices
- B. By ignoring cultural differences and standardizing products for all markets
- C. By focusing exclusively on reducing costs, which attracts price-sensitive customers
- **D. By ensuring compliance with international labor standards, making products more appealing to ethical consumers**
- **E. By partnering with local suppliers and underrepresented communities, thereby opening up regional markets**

Answer: D,E

Explanation:

Choice A- This option is correct. Compliance with international labor standards signals a commitment to ethical practices, which can attract consumers who prioritize sustainability and social responsibility. This appeal can open new markets, particularly among consumers who are willing to pay a premium for ethically sourced products.

Choice B- This option is incorrect. While reducing costs can attract some customers, it often overlooks social considerations and may lead to unethical sourcing practices. Focusing solely on cost does not contribute to sustainable procurement and can limit access to markets that value ethical practices.

Choice C- This option is correct. Partnering with local suppliers and underrepresented groups fosters community engagement and strengthens local economies. Moreover catering for new range of customers who may not have been previously catered for. This approach can help organizations tap into regional markets, build trust with local consumers, and enhance brand loyalty through a commitment to social responsibility.

Incorrect answer:

Choice D- This option is incorrect. Ignoring cultural differences can alienate potential customers and limit market access. Sustainable procurement should consider local customs and preferences to effectively cater to diverse markets. Adapting products to fit local contexts can enhance acceptance and success in new markets.

Choice E- This option is incorrect because prioritizing only speed in delivery can compromise ethical sourcing and sustainability practices. While timely delivery is important for customer satisfaction, focusing exclusively on it can lead to neglecting social and environmental responsibilities. Fast delivery may involve sourcing from suppliers that cut corners on labor standards or environmental protections, ultimately undermining the principles of sustainable procurement. To effectively access new markets, organizations must balance delivery efficiency with ethical sourcing practices, ensuring that both speed and sustainability are prioritized.

Reference:

LO-1.1; Page 20-21; The role of social value considerations in securing ethical and sustainable procurement and supply arrangements

NEW QUESTION # 53

Ruben is buying new machinery for his factory. He chooses a more expensive option after considering ESG factors. Why might this be?

- **A. In terms of life-cycle costing, the more expensive item may be cheaper in the long term**
- B. The higher-priced item is from a more reputable company
- C. The more expensive item will be more environmentally friendly
- D. The higher-priced item will be of better quality

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Documents:

Procurement often considers Whole Life Cycle Costing (WLCC) rather than upfront cost alone. The L5M5 study guide (p.7)

explains that while a product may be more expensive initially, it may be cheaper in the long term due to lower maintenance costs, greater durability, and reduced energy use. This approach supports sustainability by balancing financial and environmental impacts. Options A, B, and D cannot be assumed from the scenario since no evidence supports them. WLCC ensures procurement delivers long-term value, aligning with sustainability goals.

Reference: Managing Ethical Procurement and Supply (L5M5) Study Guide, p.7

NEW QUESTION # 54

Progoti Motors, a Bangladeshi company, has purchased a new fleet of vehicles from Japan. Which TWO of the following would be included in the 'Total Landed Costs' of this purchase?

- A. Research and development costs
- B. Recycling costs
- C. Transportation costs
- D. Import duties
- E. Disposal costs

Answer: C,D

Explanation:

According to the study guide, total landed cost includes the original product price, transportation costs, fees, customs and duty charges, currency exchange rates, and handling costs. Therefore, Choices B and C are correct. Landed costs typically do not include expenses unrelated to the production and sale of a single item or costs that are difficult to determine precisely. Choices A, D, and E fall into this category.

Reference:

LO-1.4; Page 107; Demand Management and the need for urgent orders

NEW QUESTION # 55

Which of the following is the correct order of the Deming Cycle?

- A. Plan, do, act, check
- B. Check, plan, do, act
- C. Act, plan, check, do
- D. Plan, do, check, act

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Documents:

The Deming Cycle (also known as the PDCA cycle) is a continuous improvement model. The correct sequence is: Plan, Do, Check, Act. According to the L5M5 study guide (p.276), it is used within ISO14001 and other management systems to improve processes iteratively. "Plan" involves identifying improvements, "Do" implements them, "Check" monitors results, and "Act" standardises successful changes. Procurement professionals apply this cycle in supplier management and sustainability programmes to ensure continuous improvement.

Reference: Managing Ethical Procurement and Supply (L5M5) Study Guide, p.276

NEW QUESTION # 56

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