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L4M4 Practice Tests & Results

Question 1:

When deciding on 'Make versus Buy', procurement professionals have to consider the level of competition in supply market. Which of the following will improve the buying organisation's bargaining power?

- High direct labour costs
- Substitutes for the product or service are readily available
- The suppliers are larger than the buying organisation in the industry and more concentrated
- The market has high entry barrier to new entrants

Question 2:

Which of the following governs the public sector procurement and sourcing within the EU and EEA?

- The Freedom of Information Act
- Directive 2014/24/EU
- Public Contract Regulations
- Title VI, Treaty of Rome

Question 3:

Which of the following encourages procurement professionals to avoid discrimination, treat suppliers fairly and respectfully and a transparent approach to sourcing?

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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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">• This section examines analyzing market data, obtaining quotations• tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
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Valid L4M4 Test Pattern | Professional CIPS L4M4: Ethical and Responsible Sourcing

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CIPS Ethical and Responsible Sourcing Sample Questions (Q185-Q190):

NEW QUESTION # 185

Which of the following would you expect to find in an Invitation to Tender? Select THREE

- A. qualifications required
 - B. risk assessments
 - C. awarding body
 - D. pricing schedule
 - E. deadline
- (Correct)

Answer: A,C

Explanation:

An ITT would include details on the awarding body (usually a brief overview of the buyer), the deadline (bids must be received by a certain date) and qualifications required (such as ISO requirements or competency certificates of staff members if it's a service contract). You wouldn't find pricing schedules in an ITT (this would be provided by the supplier in response to the ITT), nor would you find risk assessments (a supplier might be asked to provide one as part of the quality assessment of the tender though).
Invitation To Tender Simply Explained | Thornton & Lowe (thorntonandlowe.com)

NEW QUESTION # 186

When working closely with a supplier, waste can be reduced which can lead to improved business functions and cost savings. Which of the following are wastes that can be removed from the supply chain? Select THREE.

- A. Waiting
- B. Inventory
- C. Over-analyzing
- D. Barriers
- E. Motion

Answer: A,B,C

Explanation:

The correct answers are; motion, waiting and inventory.

This is part of Ohno's 8 Wastes. You can remember this with the acronym Tim Woods; transportation, inventory, motion, waiting, over-production, over-processing, defects, skills.

This is only mentioned briefly in this module but comes up in other modules more in depth, so is worth memorising if you can.

NEW QUESTION # 187

What might a buyer encounter if the supplier's government has introduced a protectionist measure?

- A. Arbitration
- B. Carnets
- **C. Import duties**
- D. Inward processing relief

Answer: C

Explanation:

Protectionist measures are designed to shield domestic industries from foreign competition. The most common form is import duties (tariffs), which raise the landed cost of goods entering the country. This creates a barrier to trade by making imports less competitive compared to local products. Arbitration is a dispute resolution method, not a trade barrier. Carnets are documents for temporary duty-free movement of goods, and inward processing relief is an exemption for goods imported for re-export. Responsible sourcing requires buyers to anticipate the cost and risk implications of protectionism when engaging in international supply.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implications" - tariffs, duties, and trade barriers.

NEW QUESTION # 188

Which of the following should be assessed in supplier proposals to check compliance with environmental, social, and governance (ESG) standards? Select THREE that apply.

- **A. The company's employee working conditions**
- B. The financial stability of the company
- **C. The company's policy on carbon emissions**
- D. The company's criteria for make or buy decisions
- **E. The company's code of ethics**
- F. Procedures on intra-company trading

Answer: A,C,E

Explanation:

Employee working conditions, a code of ethics, and a carbon emissions policy are all indicative of a supplier's commitment to ESG standards. Assessing these factors aligns with responsible sourcing practices, which prioritize sustainability and ethical considerations.

NEW QUESTION # 189

The balance sheet (statement of financial position) is one of the financial statements used in assessing a supplier's financial stability. The balance sheet contains information on such items as ...

- A. Operating expenses and net profit
- B. Cash receipts from customers
- **C. Short-term liabilities (e.g., unpaid taxes and bank overdraft)**
- D. Liquidity ratios, return on capital employed and gearing

Answer: C

Explanation:

A balance sheet sets out assets, liabilities and equity at a point in time. Current (short-term) liabilities such as overdrafts and tax creditors are part of it. Cash receipts (A) sit in cash-flow statements; expenses and profit (B) are in the income statement; ratios (C) are derived metrics, not items on the statement.

Reference: CIPS L4M4 Study Guide (v2); LO "Application" - supplier financial appraisal; interpreting the statement of financial position.

NEW QUESTION # 190

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