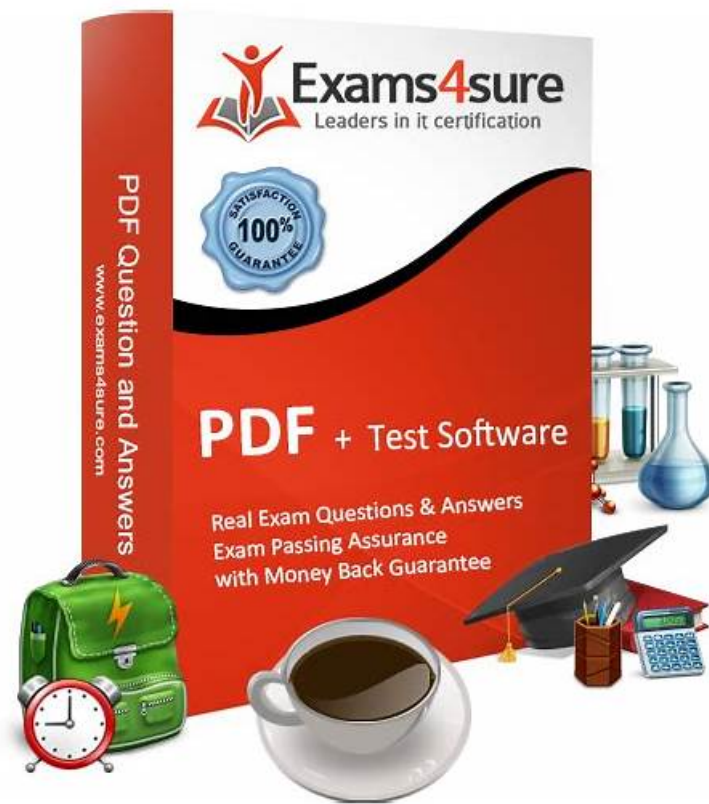


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CIPS L4M4 Exam Syllabus Topics:

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 the key processes that can be applied to the analysis of potential external suppliers:
Topic 3	<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 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 (Q179-Q184):

NEW QUESTION # 179

Sourcing is part of the procurement cycle and is likely to be used in conjunction with which activities? (Select TWO)

- A. Creating call-off orders
- B. Requesting quotations
- C. Uploading goods received notes
- D. Identifying potential suppliers
- E. Raising purchase requisitions

Answer: B,D

Explanation:

Sourcing relates to identifying suppliers (E) and requesting quotations (D) as part of the market engagement stage of the procurement cycle. By contrast, creating call-off orders, raising requisitions, and goods receipting are post-contract operational activities. Responsible sourcing highlights that supplier identification and quotations are key to ensuring ethical, competitive, and compliant supply chains. These activities help ensure alignment with organisational goals, supplier diversity, and sustainability objectives. Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - sourcing activities within the procurement cycle.

NEW QUESTION # 180

Steff is a procurement manager at Giant Buttons Ltd who are considering offshoring a small section of their manufacturing operations. Which of the following is a risk of offshoring that Steff should consider.

- A. payments by electronic bank transfer
- B. importation rules and tariffs
- C. lower operating costs
- D. exportation rules and tariffs

Answer: B

Explanation:

The correct answer is importation rules and tariffs. This is because in offshoring some of the manufacturing will be done in another country then shipped back to the UK. The products will have to go through customs so may be subject to tariffs and duties. Steff's not exporting anything in the scenario and paying electronically and getting lower costs are not RISKS.

NEW QUESTION # 181

What type of ratio measures a company's ability to meet short-term obligations, focusing on converting assets to cash?

- A. Profitability ratio
- B. Earnings per share
- C. Liquidity ratio
- D. Dividend per share

Answer: C

Explanation:

Liquidity ratios (e.g., current ratio, quick ratio) measure whether a company can cover short-term debts with liquid assets like cash, receivables, and inventory. These ratios provide insight into a supplier's ability to remain operational without defaulting on immediate obligations. Profitability ratios show long-term returns; EPS and dividends per share apply to shareholders, not supply continuity. Responsible sourcing emphasises liquidity as a key measure of supplier stability, as poor liquidity can cause supply interruptions or business failure, jeopardising contracts and buyer obligations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - financial appraisal, liquidity assessment.

NEW QUESTION # 182

Why would you use a credit score to appraise a supplier?

- A. to understand if their prices reflect market value
- B. to find out how much money the supplier has in the bank
- C. to find out if the supplier has any unethical business practices
- **D. to understand the level of risk the supplier poses to your organisation**

Answer: D

Explanation:

A credit rating generates a score which reflects 'the level of risk an organisation poses when dealing with other businesses'. It's saying how risky it is to loan them money or do business with them by looking at how good they are at paying people. So a high credit rating will say they're good at paying back their loans and paying their suppliers on time. A poor credit rating will say they often miss payments or pay late.

A credit rating will not tell you how much money they have, or details on their prices. Credit scores looks at purely financial data so wouldn't help you analyse whether their business practices are ethical or not.

NEW QUESTION # 183

A business may be faced with the challenge of deciding whether to source some of its requirements from external suppliers or whether to make them internally. Which of the following factors is likely to justify the decision to make the requirements internally?

- A. External suppliers are likely to be overcharging
- **B. The availability of in-house competencies and capacity to carry out the production**
- C. The other suppliers are using older technology
- D. External sourcing involves cumbersome tendering procedures

Answer: B

Explanation:


Internal production is often justified when a company has the necessary competencies and capacity. This approach aligns with responsible sourcing by leveraging internal capabilities for better control over quality, cost, and compliance with ethical and environmental standards.

NEW QUESTION # 184

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