

# L4M4 New Dumps Ebook, L4M4 Exam Pattern

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## L4M4 - Chapter 1 exam 2024 with 100% correct answers

What is Tactical sourcing? - correct answer ✓✓ Low level decision making

High profit, low risk items

Short term projects

Transactional relationships

What is Strategic sourcing? - correct answer ✓✓ Top level decision making

High profit, high risk items

Long term projects

Collaborative relationships

What factors typically represent value to the procurement organisation when sourcing? - correct answer ✓✓ Price, Delivery, Quality, Ethics, Sustainability, Availability

Novack and Simco's 11-stage sourcing process - correct answer ✓✓ 1. Identify needs

2. Define user requirements

3. Decide whether to make or buy

4. Identify purchase type (new buy, modified re-buy, straight re-buy)

5. Carry out market analysis

6. Identify potential suppliers

7. Pre-screen suppliers and create a shortlist

8. Evaluate shortlisted suppliers

9. Supplier selection

10. Final product or service delivered

11. Evaluate supplier performance

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We can conclude this post with the fact that to clear the Ethical and Responsible Sourcing (L4M4) certification exam, you need to be prepared before, study well, and practice. You cannot rely on your luck to score well in the L4M4 exam. You have to prepare with BraindumpsVCE real CIPS L4M4 Exam Questions to clear the L4M4 test in one go. You will also receive up to 365 days of free updates and L4M4 dumps pdf demos. Purchase the Ethical and Responsible Sourcing (L4M4) practice tests today and get these amazing offers.

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## CIPS Ethical and Responsible Sourcing Sample Questions (Q92-Q97):

### NEW QUESTION # 92

A company has a requirement for an item that has been identified as strategic on the positioning model. The company needs to invite competitive tenders and ensure the selected supplier of this item is in a good financial position. What should the company ask the suppliers to send to show that their current assets cover their current liabilities?

- A. Annual turnover
- B. Profit and loss account
- C. Acid test
- D. Gearing ratio

**Answer: C**

Explanation:

The acid test (quick ratio) is an effective measure of a supplier's ability to meet short-term liabilities, providing insights into financial stability. This aligns with responsible sourcing by ensuring the supplier is financially capable of fulfilling a strategic contract.

### NEW QUESTION # 93

Azram is a facilities category buyer within the UK police force and is managing an overseas sourcing project for police uniform and personal protective equipment. Azram is of the opinion that international sourcing will help deliver much-needed financial savings, which can be utilized in other areas of the UK police force.

Azram is aware that exchange rate fluctuations can create risk for his organisation. How can Azram remove this risk?

- A. Request to use the exchange rate applicable at the time of delivery
- B. Ask suppliers to quote in GBP Sterling
- C. Evaluate international supplier's financial accounts
- D. Carry out a competitive tender exercise

**Answer: B**

Explanation:

Requesting suppliers to quote in GBP Sterling removes exchange rate risk by fixing the cost in the buyer's local currency. This strategy aligns with responsible sourcing practices by providing cost stability and protecting the procurement budget from currency fluctuations.

### NEW QUESTION # 94

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

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

**Answer: B**

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 # 95

A company has actively included supporting of disadvantaged groups within their ESG commitment. Which of the following groups are considered disadvantaged?

- A. endangered species
- B. Muslims
- C. pregnant women and children
- D. international suppliers

#### Answer: C

Explanation:

Pregnant women and children are considered 'disadvantaged' by the UN. The other groups the UN call disadvantaged include; the elderly, the immunocompromised, those with disabilities and those living in poverty. This is the list given in the study guide.

A company could help disadvantaged groups in several ways. Firstly by offering employment (obviously not to the children). It could also include helping these groups as part of a Social Value out-come or community benefit scheme.

### NEW QUESTION # 96

A multi-national company is seeking to negotiate an agreement with a global supplier for the delivery of fresh produce.

At which stage of the procurement process should the buyer consider Incoterms?

- A. Once the terms of contract have been agreed
- B. Before deciding when to collect the goods
- C. Before agreeing the terms of the contract
- D. At the point of placing each separate order

#### Answer: C

Explanation:

Incoterms define the allocation of costs, risks, and responsibilities between buyer and seller in international trade. They must be agreed before the contract is finalised, as they form a fundamental part of the contractual terms. Considering Incoterms early ensures clarity on delivery obligations, customs responsibilities, insurance, and transport costs. Selecting Incoterms after contract agreement or at order placement would create ambiguity and risk disputes. Ethical and responsible sourcing requires clear contractual definitions to prevent misunderstandings, ensure compliance, and fairly allocate risk in global supply chains.

Reference:CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - Incoterms and international contracting.

### NEW QUESTION # 97

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