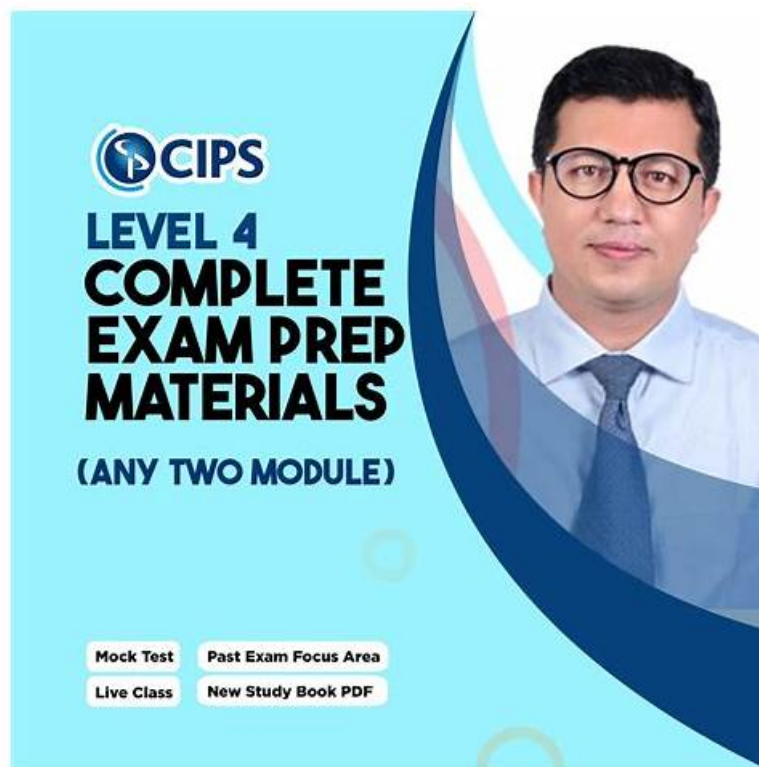


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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Understand the key processes that can be applied to the analysis of potential external suppliers:

Topic 2	<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 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"> • This section examines analyzing market data, obtaining quotations • tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.

CIPS Ethical and Responsible Sourcing Sample Questions (Q281-Q286):

NEW QUESTION # 281

A procurement manager has a new contract to award. There are twelve suppliers in the market. Which of the following is a benefit of using a full competitive tendering process?

- A. Only the procurement manager can decide who wins
- B. All bidders will be treated equally
- C. It is a quick and informal process
- D. All suppliers will know how much the others have bid

Answer: B

Explanation:

A full competitive tender ensures fairness, transparency, and equal treatment of all suppliers. Each bidder has an equal opportunity to compete, and award decisions are based on pre-published criteria. This builds trust, prevents corruption, and strengthens market confidence. It is not quick or informal (A), nor does it disclose competitor bids (B). Decision-making is collective and accountable, not unilateral (D). Responsible sourcing stresses fairness and transparency in supplier engagement, ensuring a level playing field and compliance with ethical procurement standards.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - tendering principles and fairness.

NEW QUESTION # 282

Why is it important, when awarding high-value contracts, for a buyer to conduct a financial assessment of a supplier?

- A. If a supplier has a high credit score, this means it pays its own suppliers late, which could result in stock outs
- B. Financial assessments provide a holistic view of a company's capability, including quality and delivery performance
- C. The buyer must ensure continuity of supply because financial problems of a supplier could affect the supply
- D. A supplier who is highly profitable will be charging prices higher than the average market rate

Answer: C

Explanation:

Financial assessments help ensure a supplier can meet the demands of a high-value contract without disruptions. This aligns with responsible sourcing principles by promoting stable supplier relationships and reducing the risk of supply chain interruptions due to financial instability.

NEW QUESTION # 283

A procurement manager has developed some reports in order to analyse total company expenditure on bought-in goods and services from external suppliers. Expenditure information by product category or supplier can achieve which of the following? Select TWO that apply.

- A. Help the organisation set its marketing strategy
- B. Provide analysis to help with planning production schedules
- C. Identify how obsolete stock items can be disposed of in a sustainable way
- D. Highlight opportunities for negotiating better prices and reducing costs with suppliers
- E. Provide information on costs and trends to compare with previous time periods

Answer: D,E

Explanation:

Analysing expenditure data by product category or supplier enables procurement managers to:

- * Negotiate Better Prices: Identifying high-spend areas or suppliers can provide leverage in negotiations, leading to cost reductions.
- * Monitor Cost Trends: Tracking expenditure over time helps in understanding cost fluctuations, budgeting, and forecasting future spend.

Exact Extract from Study Guide:

"Spend analysis is a process that analyses the historical spend data of your organisation to provide answers to questions concerning spend visibility, compliance, and cost-saving opportunities."

NEW QUESTION # 284

Philip is a procurement manager at XYZ Company which imports raw materials from abroad. Suppliers provide quotes to Philip in their local currency. Is this the best way to reduce the risk to XYZ Company of currency fluctuations?

- A. no- quoting in the supplier's currency does not affect the risk to the buying organisation
- B. yes- this puts the risk on the supplier
- **C. no- quoting in the supplier's currency increases the risk for the buyer**
- D. yes- this means the price won't go up or down

Answer: C

Explanation:

The correct answer is 'no- quoting in the supplier's currency increases the risk for the buyer'. This question comes up in a variety of formats in the exam. Remember; if the price is in your own currency (most examples in the exam are given in £) there is less risk than if the prices are quoted in a foreign currency. This is because exchange rates fluctuate; if the price is in £ you always know what you're paying, if it's in another currency the price can change daily depending on if the exchange rate compared to £ has gone up or down.

NEW QUESTION # 285

A buyer might opt to do an 'Invitation to Tender' (ITT) rather than a 'Request for Quotation' (RFQ) process because ...

- A. The contract will be low value and there are many suppliers, therefore a simpler approach is required
- B. The supplier market is an oligopoly where a few large suppliers dominate the market
- C. Time is of the essence and decisions need to be made quickly without additional stakeholder involvement
- **D. The nature of the goods or services being purchased are complex and high value**

Answer: D

Explanation:

An Invitation to Tender (ITT) is used when requirements are complex, high-value, or strategic, requiring detailed supplier submissions, robust evaluation, and structured governance. RFQs are better for low-value, straightforward purchases where price is the main factor. ITTs ensure fairness, transparency, and comprehensive evaluation when the stakes are high. It is not chosen simply because of oligopolies or time pressure. Responsible sourcing requires matching the sourcing process to the complexity and risk of the procurement, ensuring appropriate competition and governance.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - sourcing procedures and their application.

NEW QUESTION # 286

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