

L4M4 Latest Exam Camp - 100% L4M4 Exam Coverage

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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With each passing year, there's a slight change in the format of L4M4 exam. Pass4training has put in a lot of effort in bringing to you the latest L4M4 questions, all by the current exam standards set by the CIPS. All the Ethical and Responsible Sourcing (L4M4)

questions have been thoroughly checked to check their validity and to make sure we provide our candidates with the updated exam content.

CIPS Ethical and Responsible Sourcing Sample Questions (Q81-Q86):

NEW QUESTION # 81

Which of the following areas of legislative and regulatory requirements prevent the deliberate limiting of supply and the formation of cartels?

- A. product safety standards
- B. ethical practice
- C. marketplace competition
- D. data protection

Answer: A

Explanation:

the correct answer is 'marketplace competition'.

Ethical practice is about prohibiting corrupt and unfair practice, rather than issues of supply and demand.

Although being in a cartel is 'unethical behavior' this option doesn't fully answer the question which talks about limiting supply- this is related to marketplace competition.

NEW QUESTION # 82

A buyer for a large manufacturing organisation is assessing a sole-supplier tender opportunity. The buyer is finding it challenging to differentiate the proposals on unit purchase price. Are there any added values that the procurement manager can use to leverage the sole-supplier proposal?

- A. No, because a buyer has no leverage over a sole supplier
- B. Yes, but only if the buyer decides to re-start the tender opportunity
- C. Yes. The buyer can negotiate on aspects such as after-sales service
- D. No. The buyer must make the decision based on the existing information

Answer: C

Explanation:

Where price leverage is limited, buyers should seek value-adds: extended warranties, service levels, training, spares, delivery schedules, sustainability commitments, or risk-sharing. This aligns with total value and ethical outcomes beyond headline price.

Reference: CIPS L4M4 Study Guide (v2): LO "Application" - value analysis/negotiation with limited competition; non-price value levers and responsible outcomes.

NEW QUESTION # 83

What is the best way to demonstrate that your organisation does not tolerate bribery and corruption?

- A. Asking all suppliers to read your organisation's anti-bribery policy
- B. Having full anti-bribery training, policies, and procedures in place
- C. Not working with suppliers who have a reputation for bribery
- D. Requesting suppliers' ethical policies annually

Answer: B

Explanation:

The most effective way to demonstrate zero tolerance is by embedding a comprehensive anti-bribery framework: clear policies, mandatory staff and supplier training, reporting channels, and monitoring. Simply requesting suppliers' policies or avoiding known offenders is reactive, not proactive. Requiring suppliers to read policies without internal enforcement lacks substance. CIPS highlights that robust governance structures, supported by recognised frameworks such as the UK Bribery Act or FCPA, reinforce organisational credibility, protect reputation, and ensure compliance. This builds trust across supply chains and ensures ethical standards are maintained.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - ethics, anti-bribery and corruption frameworks.

NEW QUESTION # 84

Ivan is an investor who is looking to invest in new businesses. He is reviewing several companies and working out what his equity would be. Which of the following does Ivan need to know to calculate shareholder equity?

Select TWO.

- A. net profit
- B. total liabilities
- C. total assets
- D. net income

Answer: B,C

Explanation:

Shareholder Equity = Total Assets - Total Liabilities

NEW QUESTION # 85

A company has a low gearing of 20%. This shows that the company relies on equity capital and should therefore have less difficulty coping during tough economic times. Is this statement TRUE?

- A. Yes- a low gearing ratio means the company's finances are made up of equity rather than debt
- B. No- a low gearing suggests that the company is financed by long-term debt rather than equity
- C. No- a low gearing shows you that a company isn't likely to be profitable
- D. Yes- a low gearing ratio shows that the business is solvent and can deal with supply chain disruptions easily

Answer: A

Explanation:

the correct answer is 'Yes- a low gearing ratio means the company's finances are made up of equity rather than debt'.

Remember low gearing = good (based on equity), high gearing = bad (based on debt). Anything over 50% is considered high.

The two no answers are therefore incorrect and you can discount these straight away. The other yes answer is one of those answers which COULD be true, but isn't always true, and we'd need more information to know for sure. When you get options like this there will be one that is always right and one which is sometimes right - so always pick the always right one.

Dealing with supply chain disruptions is complex, and depending what the disruption is, how big it is, what the industry is etc determines whether a supplier can handle it or not. Because there's more factors to consider than just gearing, this isn't the right answer.

NEW QUESTION # 86

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