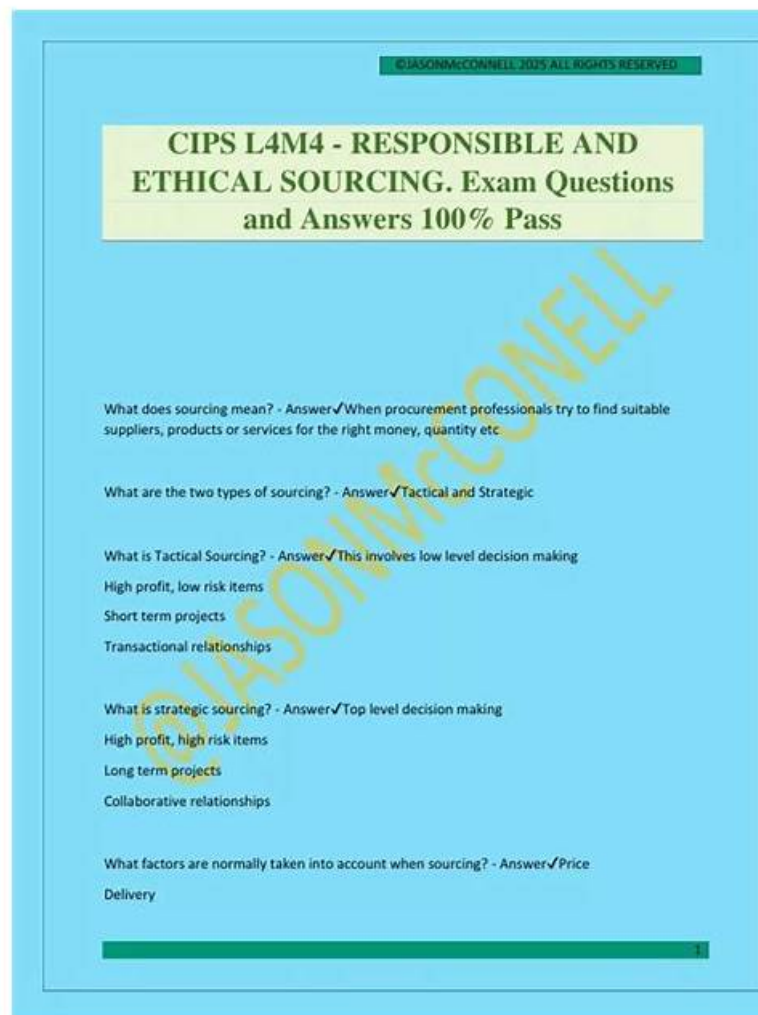


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CIPS L4M4 Exam Syllabus Topics:

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 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"> • Understand the key processes that can be applied to the analysis of potential external suppliers:

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L4M4 Real Exam Questions in Three Formats

Simple and easy-to-understand words are used in the content of our Ethical and Responsible Sourcing L4M4 exam questions. It is one of the unique benefits of Ethical and Responsible Sourcing L4M4 exam material that is not common in other Ethical and Responsible Sourcing L4M4. Lead1Pass designed this Ethical and Responsible Sourcing L4M4 exam material to work in different systems.

CIPS Ethical and Responsible Sourcing Sample Questions (Q121-Q126):

NEW QUESTION # 121

Why do tenders often have longer timescales in the public sector compared with private sector?

- A. Regulation of the public sector dictates minimum timescales
- B. There is a more detailed debrief requirement in the public sector
- C. All public sector purchases must use a tendering procedure
- D. There is wider stakeholder involvement in the public sector

Answer: A

Explanation:

Public sector procurement is governed by statutory regulations (such as EU Procurement Directives or UK Public Contracts Regulations) that impose minimum timescales for fairness, transparency, and supplier access. For example, open tendering requires a minimum response period to allow all interested suppliers to participate equally. While stakeholder involvement and debriefing are also features of public procurement, the defining reason for longer timelines is legal compliance. Private sector organisations, by contrast, can set flexible timelines based on complexity and urgency. Responsible sourcing in public procurement ensures equitable access and avoids supplier discrimination.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implications" - public vs private procurement obligations.

NEW QUESTION # 122

The procurement manager has supplier data: Current Assets = \$300 (Stock \$200, Debtors \$60, Cash \$40). Short-Term Liabilities = \$150 (Bank overdraft). Which calculation gives the current ratio?

- A. $300 \div 150$
- B. $300 - 200 \div 150$
- C. $300 - 150 \times 100$
- D. $300 - 200 \div 150 \times 100$

Answer: A

Explanation:

The current ratio = Current Assets \div Current Liabilities. Here, Current Assets = 300; Current Liabilities = 150. Therefore, Current Ratio = $300 \div 150 = 2.0$. This means the supplier has twice the assets available to cover short-term debts, indicating strong liquidity. The other options incorrectly subtract assets or liabilities, which is not the formula. Responsible sourcing emphasises interpreting ratios accurately: a ratio below 1 signals liquidity risks, while excessively high ratios may indicate inefficient asset utilisation.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - current ratio calculation and interpretation.

NEW QUESTION # 123

Khalid is a procurement manager in the UK who is looking to source exotic fruit for a retailer. As this type of fruit doesn't grow naturally in the UK Khalid is looking at international suppliers, but is worried about variations in exchange rates. He is considering asking the suppliers to provide quotes in their local currencies.

Will this reduce the risk posed to Khalid?

- A. no- prices should be quoted in GBP / £ as this will reduce the cost of imports
- B. yes- when suppliers quote in local currencies you are more likely to get better prices
- **C. no- quoting the prices in GBP / £ will provide Khalid with better security against currency fluctuations**
- D. yes- suppliers should quote in their own currencies so there is no risk to the importing company

Answer: C

Explanation:

So you can immediately discount the options starting with yes.

Quoting in GBP / £ rather than the supplier's currency reduces the risk to the buyer. It will not reduce the cost of the import, and will probably increase it as the supplier is then taking on the risk of currency fluctuations.

NEW QUESTION # 124

In a negotiation, a supplier does not want to upset or offend the buyer, so concedes their own requirement in order to ensure harmony. Which negotiation tactic is the supplier using?

- A. compromising
- **B. accommodating**
- C. competitive
- D. collaborative

Answer: B

Explanation:

This is accommodating: the supplier puts the buyer's interest above his own.

This is from the Thomas Killman model of conflict resolution. There are 5 strategies; competitive, collaborative, avoiding, accommodating and compromising. In the study guide it doesn't mention the name of the model but you do need to know the 5 strategies. The model comes up a lot in other modules so is a good one to learn. Particularly L5M1 which is about management theory.

NEW QUESTION # 125

Which beneficial outcomes would result from a procurement decision to change supply to a local source for a services contract? Select TWO that apply.

- A. Reduced need for contract management
- B. Improved innovation in service design
- C. Reduced impacts on the local environment
- **D. Employment opportunities for local workers**
- **E. Economic stimulation for the local area**

Answer: D,E

Explanation:

Sourcing services locally can deliver social and economic benefits, including the creation of local employment opportunities and economic stimulation within the community. Local suppliers often reinvest in the local economy, supporting regional development and social value objectives. While reduced environmental impact may occur, it is not guaranteed for services, and contract management requirements remain regardless of supplier location. Ethical and responsible sourcing encourages consideration of social value outcomes, particularly where procurement decisions can positively impact local communities and stakeholders. Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - social value; local sourcing benefits.

NEW QUESTION # 126

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