

L4M4試験対応 & L4M4日本語版



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CIPS L4M4 認定試験の出題範囲:

トピック	出題範囲
トピック 1	<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.
トピック 2	<ul style="list-style-type: none">Understand the key processes that can be applied to the analysis of potential external suppliers:
トピック 3	<ul style="list-style-type: none">This section examines analyzing market data, obtaining quotationstenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
トピック 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

>> L4M4試験対応 <<

便利L4M4 | 素晴らしいL4M4試験対応試験 | 試験の準備方法Ethical and Responsible Sourcing日本語版

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CIPS Ethical and Responsible Sourcing 認定 L4M4 試験問題 (Q253-Q258):

質問 # 253

ABC Ltd works with supplier XYZ Ltd who uses a variety of subcontractors. ABC has recently learned of an ethical breach being committed by one of XYZ's subcontractors. What should ABC do?

- A. Research alternative suppliers
- **B. Recommend remedial action**
- C. Seek compensation
- D. Terminate the contract

正解: B

解説:

ABC should do a 'root cause analysis' to find out where the issue has come about, and why. From there, once they know what the breach is and how serious it is, they can suggest corrective action.

They can't jump straight to terminating the contract or seeking damages as it's not the supplier itself but rather the subcontractor. Also that would be really hasty considering we don't know what the issue is and what the market conditions are like. That supplier may be the only one who can provide the product. We also don't know if the supplier knows about the issue themselves.

質問 # 254

A buyer of bakery and cereal products is tracking wheat prices. Severe weather causes crop failure in a major wheat-producing country, creating global shortage while demand remains high. How can this research help the buyer?

- A. The price for wheat-based produce will not be affected by the global shortages as demand is still high
- B. Bakery produce is likely to be at a lower price as there is less availability of wheat flour in the market
- **C. The buyer will find it difficult to negotiate a lower price for products containing wheat-based ingredients**
- D. The buyer will be in a strong bargaining position to reduce the price of wheat-based food items

正解: C

解説:

In situations of global commodity shortages, basic supply-and-demand principles mean that prices increase when demand remains constant or high. This reduces the buyer's bargaining power, making it difficult to negotiate lower prices (C). Instead, suppliers are likely to increase costs due to scarcity. Options A and D are incorrect because reduced availability drives prices up, not down. Option B is misleading - prices are affected by shortages. Responsible sourcing requires procurement professionals to anticipate such volatility through market intelligence, consider alternative supply sources, or explore hedging/forward contracts to mitigate risks. Reference: CIPS L4M4 Study Guide (v2), LO: "Implications" - commodity markets, supply/demand dynamics, negotiation power.

質問 # 255

Using a weighted scorecard to assess and compare supplier proposals is beneficial for which of the following reasons?

- **A. It provides an objective and consistent approach to evaluating bids and ensures that best value for money is achieved**
- B. Deciding on what score to give each criterion is subjective and can avoid transparency in the selection process
- C. It increases bias towards suppliers who otherwise might not have been awarded the contract
- D. The focus on price simplifies the assessment process, making it easier to select the lowest cost supplier

正解: A

解説:

A weighted scorecard provides a structured, objective, and transparent method of evaluating supplier bids against pre-agreed criteria such as price, quality, sustainability, and delivery. Weightings reflect the relative importance of each criterion, ensuring decisions are aligned with organisational priorities and value-for-money principles. This approach reduces bias, improves consistency, and creates an auditable record of the decision-making process. It does not focus solely on price, nor does it increase subjectivity when designed correctly. Ethical and responsible sourcing promotes the use of weighted scorecards to support fair competition, transparency, and defensible procurement decisions.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - evaluation methodologies; weighted scoring models.

質問 # 256

When might a company send a Request for Information (RFI) instead of a Request for Quotation (RFQ)?
(Select TWO)

- A. To ask for details of the product or range of services that the supplier has to offer
- B. To establish the details of environmental and quality certificates that the supplier may have
- C. To obtain indicative prices that could be offered for a range of required products
- D. To negotiate the payment terms detailed in the terms and conditions of sale
- E. To determine whether the supplier can fulfil a purchase order already placed

正解: A、B、C

解説:

An RFI is an exploratory tool, used to gather information before specifications or tendering. It is appropriate for obtaining indicative pricing (A), understanding the range of products/services (C), and confirming certifications like environmental or quality standards (D). RFQs, by contrast, request firm pricing based on defined specifications. RFIs are not used to renegotiate existing contracts (E) or agree payment terms (B).

Responsible sourcing emphasises using RFIs to identify suppliers aligned with ethical, environmental, and operational expectations before moving to a formal competitive process.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - RFI, RFQ, and ITT differences.

質問 # 257

A 'carnet' provides evidence of the origin of goods shipped in an international trade transaction. Is this statement correct?

- A. It is only used when exporting goods from Europe and confirms the country of origin
- B. It is a document that allows the temporary free movement of goods
- C. It is a type of insurance cover to protect against loss of goods in transit
- D. It is a widely used import document that confirms the origin of goods

正解: B

解説:

A carnet (ATA Carnet) is an international customs document that allows for the temporary, duty-free and tax-free movement of goods across borders, usually for exhibitions, trade fairs, or professional equipment. It is not proof of origin (which is confirmed by a certificate of origin), nor is it an insurance document. It is also not restricted to European exports. By reducing customs paperwork and costs for temporary movements, carnets support trade efficiency but do not replace origin or insurance documents. Responsible sourcing requires procurement professionals to know which trade documents are appropriate for compliance and risk management.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - international trade documentation.

質問 # 258

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