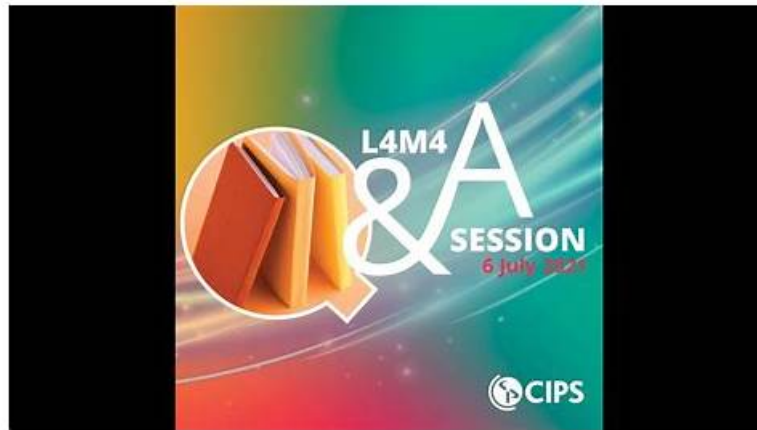


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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Understand the key processes that can be applied to the analysis of potential external suppliers:</li></ul>
Topic 2	<ul style="list-style-type: none"><li>This section examines analyzing market data, obtaining quotations</li><li>tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>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.</li></ul>

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## CIPS Ethical and Responsible Sourcing Sample Questions (Q195-Q200):

### NEW QUESTION # 195

"Phishing" occurs when an employee receives a false email that appears genuine, exposing the organisation to cybercrime. Which

crime category does this fall under?

- A. Human rights
- **B. Fraud**
- C. Corruption
- D. Bribery

**Answer: B**

Explanation:

Phishing is a form of fraud, where deception is used to gain financial advantage or access to sensitive data. It is not corruption (misuse of power), bribery (offering inducements), or a human rights issue. Procurement professionals must be alert to fraud risks in supply chains, including cyber-enabled risks such as phishing and invoice fraud. Responsible sourcing extends to protecting organisational data and finances against such attacks, often through robust controls, training, and supplier verification procedures. Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - fraud, corruption, and ethical risks in supply chains.

#### NEW QUESTION # 196

A procurement manager analyses total company expenditure on goods and services. What can expenditure by product category or supplier achieve? (Select TWO)

- **A. Provide information on costs and trends for comparison**
- **B. Highlight opportunities for negotiating better prices**
- C. Help set the organisation's marketing strategy
- D. Identify how obsolete stock can be disposed of sustainably
- E. Provide analysis to help with production planning

**Answer: A,B**

Explanation:

Expenditure analysis by category/supplier enables buyers to track trends over time (A), supporting benchmarking and financial control. It also identifies opportunities for negotiation (C) by highlighting concentration of spend and potential leverage with suppliers. Marketing strategy, production scheduling, and stock disposal are outside procurement's primary scope. Responsible sourcing relies on robust spend analysis to identify efficiency opportunities, reduce wasteful expenditure, and support supplier relationship management strategies, all while aligning with sustainability and compliance goals.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - spend analysis and its role in responsible sourcing.

#### NEW QUESTION # 197

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. international suppliers
- **C. pregnant women and children**
- D. Muslims

**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 # 198

In which circumstances would it be relevant to apply the Pareto principle (80/20 rule) to supplier expenditure analysis? (Select TWO)

- A. To identify extent of cost variation in a contract

- B. To identify performance-related payment frequency
- **C. To identify strategic suppliers requiring closer management**
- D. To identify expiry dates of contracts
- **E. To identify optimum opportunities to change supplier relationships**

**Answer: C,E**

Explanation:

The Pareto principle (80/20) shows that around 80% of spend is often concentrated with 20% of suppliers. It is relevant for identifying strategic suppliers (D) that require close management and opportunities to improve or change relationships (E) for greater value. Contract expiry dates (B) and payment frequency (A) are administrative details, not Pareto analysis outputs. Cost variation (C) relates to performance analysis, not spend concentration. Responsible sourcing uses Pareto analysis to allocate resources effectively, focusing attention on the most impactful supplier relationships.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - spend analysis and supplier relationship management.

### NEW QUESTION # 199

Which of the following are secondary sources of market and supplier data? (Select TWO)

- A. Marketing communications of suppliers
- B. Field observation studies
- **C. Financial and trade press**
- **D. Published economic indices**
- E. Buyer's database of supplier data

**Answer: C,D**

Explanation:

Secondary sources are data sets and publications that already exist and are not collected directly by the buyer.

Examples include published economic indices (A), which provide information on inflation, commodity prices, and market trends, and financial/trade press (D), which offers insights into industries, suppliers, and economic conditions. By contrast, a buyer's internal database and field observation studies are primary data sources, while supplier marketing materials are biased and less reliable. Responsible sourcing requires procurement professionals to use both secondary and primary sources for comprehensive market analysis, but secondary sources are especially useful for benchmarking and environmental scanning.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - sources of supplier and market intelligence.

### NEW QUESTION # 200

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