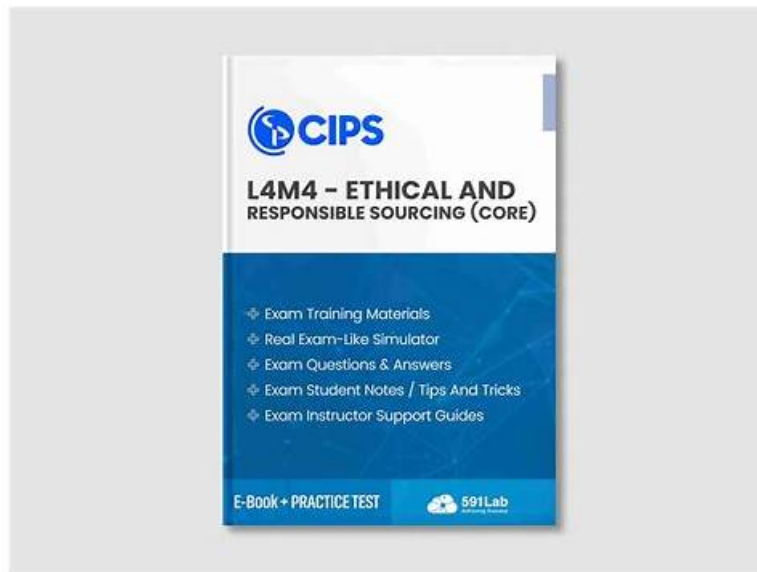


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CIPS Ethical and Responsible Sourcing Sample Questions (Q190-Q195):

NEW QUESTION # 190

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

Answer: A

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 LSM1 which is about management theory.

NEW QUESTION # 191

Foresttors Plc is negotiating a new contract for the procurement of timber, a crucial component of its production operations. The company has incorporated environmental, social, and governance (ESG) reporting requirements into the contractual terms. Is this a valid approach?

- A. No. Suppliers cannot be legally responsible for ESG compliance; this should be the buying organisation
- B. Yes, providing the contract does not require a supplier to do anything differently for ESG than they have done previously
- **C. Yes. This helps to demonstrate the importance of compliance with ESG**
- D. No. ESG is not within the scope of a contractual document and should always be treated informally

Answer: C

Explanation:

Embedding ESG/ethical clauses and reporting in contracts is a key mechanism to implement responsible sourcing, set clear expectations, and enable monitoring and remedies. Suppliers can be held to contractual ESG obligations where these are defined and agreed.

Reference: CIPS L4M4 Study Guide (v2): LO "Implementation" - contractual clauses for ethics/ESG, monitoring and enforcement.

NEW QUESTION # 192

What is a major benefit to using Incoterms when sourcing goods internationally?

- **A. it replaces lengthy contractual clauses**
- B. it ensures ethical business practices
- C. it ensures value for money
- D. it replaces the need for insurance

Answer: A

Explanation:

Incoterms can replace lengthy contract clauses as they replace the need for contracts to detail which party is responsible for organising transport, paying duties, having the insurance etc.

Incoterms is an odd one for exam topics- some students say it was a huge part of their exam and there were many questions on this. Others said there were just one or two. Questions get randomly assigned from the bank so it's completely random how many you'll get on this topic.

NEW QUESTION # 193

Tracey Collum is a procurement professional and married to Nick Collum. Tracey has been leading a tender for a new radar system, where four suppliers have submitted their bids. After the bids were received, Nick joined one of the suppliers (Supplier X) as the project director for radar systems. Nick has asked Tracey to award the contract to Supplier X. What should Tracey do?

- A. Remove Supplier X from the tender due to a conflict of interest and continue with the tender
- B. Award the contract to Supplier X because Tracey can ask for a better price because they are married
- C. Award the contract to Supplier X because Nick will be promoted if Supplier X wins the contract
- **D. Ask to be removed from the tender due to a conflict of interest and complete a conflict of interest form**

Answer: D

Explanation:

To maintain integrity and avoid conflicts of interest, Tracey should declare the conflict and remove herself from the tender process. Ethical sourcing practices emphasize transparency and fairness, which prevent potential biases and maintain trust within procurement processes.

NEW QUESTION # 194

The procurement team at Grape Juice Limited often use a weighted point system when appraising potential suppliers. What is a disadvantage of using a weighted point system?

- A. it is easy to manipulate
- B. it is time-consuming to create
- **C. it allows transparency**
- D. it is hard to be objective

Answer: C

Explanation:

Weighted points systems can be time consuming to create. They're very transparent and allow for objective grading of supplier bids (so these answers are incorrect). They are not easy to manipulate and this is an advantage of using them.

NEW QUESTION # 195

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