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## CIPS Ethical and Responsible Sourcing Sample Questions (Q23-Q28):

NEW QUESTION # 23

Mark is a category manager responsible for buying large pieces of laboratory equipment in the public (government) sector. Which of the following Incoterms would ensure that an overseas supplier is responsible for paying all delivery costs, including import duties and taxes for these goods?

- A. FAS
- B. EXW
- **C. DDP**
- D. DPU

**Answer: C**

Explanation:

DDP (Delivered Duty Paid) requires the supplier to cover all delivery costs, including import duties and taxes.

This term ensures that the buyer receives the goods without additional charges, aligning with public sector procurement practices for cost-effective and transparent sourcing.

#### **NEW QUESTION # 24**

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

- A. No, it is a type of insurance cover to protect against loss of goods in transit
- B. Yes, it is only used when exporting goods from Europe and confirms the country of origin
- **C. No, it is a document that allows the temporary free movement of goods**
- D. It is a widely used import document that confirms the origin of goods

**Answer: C**

Explanation:

A carnet (specifically an ATA Carnet) is a customs document that allows for the temporary duty-free and tax-free movement of goods across international borders. It is commonly used for exhibitions, fairs, and professional equipment but is not proof of origin. Proof of origin is instead provided by a certificate of origin or other trade documents. It is also not an insurance policy. Responsible sourcing requires buyers to distinguish between documents used for temporary movement (carnet), origin evidence (certificate of origin), and risk transfer (insurance). Correct understanding avoids compliance failures, delays, or unexpected costs in international trade.

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

#### **NEW QUESTION # 25**

Which award criteria can be applied when sourcing requirements from external suppliers?

- A. Understanding of supplier operations
- B. Delivery promises of goods
- C. Plans and manpower numbers
- **D. Price and total life-cycle costs**

**Answer: D**

Explanation:

Responsible award decisions should consider price and total life-cycle cost (TCO) to capture acquisition, operation, maintenance, and end-of-life costs, aligning with sustainability. Other items may inform due diligence but are not, by themselves, robust award criteria without being translated into measurable value and risk outcomes.

Reference: CIPS L4M4 Study Guide (v2): LO "Implementation" - evaluation and award; TCO and sustainability in criteria setting.

#### **NEW QUESTION # 26**

Amnesty International, Oxfam and CIPS are examples of what type of organisation?

- A. limited liability
- B. public limited companies
- **C. not-for-profit**
- D. partnerships

**Answer: C**

Explanation:

These are 'not-for-profit' organisations. You don't need to know much on not-for-profit procurement for this exam. Just that procurement can be regulated in this sector by bodies such as Charities Commission.

#### NEW QUESTION # 27

Which of the following can be interpreted as a normal business practice by some cultures but a form of bribery by others?

- A. verbal contracts
- **B. facilitation payment**
- C. golden handshake
- D. phishing

**Answer: B**

Explanation:

This is a facilitation payment. It's when a sum of money is given for 'helping to facilitate' a contract. E.g. a procurement manager may accept a facilitation payment from a supplier for selecting him to be a new supplier for a big contract.

In the UK this is definitely considered a bribe. It's also against the CIPS Code of Conflict

#### NEW QUESTION # 28

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