

# Quiz 2026 Reliable CIPS Exam L4M4 Reviews

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**CIPS L4M4 - RESPONSIBLE AND ETHICAL SOURCING. Exam Questions and Answers 100% Pass**

What does sourcing mean? - Answer ✓ When procurement professionals try to find suitable suppliers, products or services for the right money, quantity etc

What are the two types of sourcing? - Answer ✓ Tactical and Strategic

What is Tactical Sourcing? - Answer ✓ This involves low level decision making  
High profit, low risk items  
Short term projects  
Transactional relationships

What is strategic sourcing? - Answer ✓ Top level decision making  
High profit, high risk items  
Long term projects  
Collaborative relationships

What factors are normally taken into account when sourcing? - Answer ✓ Price  
Delivery

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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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>

Topic 4	<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>
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### CIPS Ethical and Responsible Sourcing Sample Questions (Q127-Q132):

#### NEW QUESTION # 127

A buyer is assessing a supplier's proposal in terms of any added value offered. Which of the following are examples of added value?

- \* The supplier has submitted the lowest price compared to competitors
- \* The supplier is offering solutions to reduce costs in the supply chain
- \* The supplier is committed to reducing plastic and waste in operations
- \* The supplier is personally known by the Operations Director

- A. 3 and 4
- B. 1 and 4
- C. 1 and 3
- D. **2 and 3**

#### Answer: D

Explanation:

Added value refers to benefits beyond basic price and compliance. Examples include suppliers proposing innovations or cost-reduction strategies in the supply chain (2) and sustainability commitments like reducing plastics and waste (3). Lowest price is part of baseline evaluation, not added value. Personal connections (4) are not a valid or ethical procurement criterion and could breach fairness. Responsible sourcing emphasises identifying suppliers who contribute to continuous improvement, sustainability, and efficiency beyond contractual minimums.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - evaluating added value in supplier proposals.

#### NEW QUESTION # 128

Which of the following financial documents would show whether a supplier has sufficient funds to pay their subcontractors in the short term?

- A. profit and loss account
- B. **cash flow statement**
- C. ESG policy
- D. balance sheet

#### Answer: B

Explanation:

A cash flow statement shows the money coming in and out. This would therefore show whether a supplier has enough money coming in, to be able to pay some of it out to a subcontractor.

P&L and Balance Sheets look more broadly at finances, rather than saying what's physically in the bank at a specific given time. Do learn the difference between these three financial documents for the exam.

Balance Sheet: Explanation, Components, and Examples (investopedia.com) Profit and Loss Statement Meaning, Importance, Types, and Examples (investopedia.com) Cash Flow Statement: How to Read and Understand It (investopedia.com)

### NEW QUESTION # 129

Which of the following is an example of intracompany trading? Select TWO

- A. cleverness
- B. a manufacturer in the UK buys raw copper from a supplier in Chile
- C. two departments within the same company collaborate on a project
- D. two companies owned by the same entity conduct business
- E. two companies join together to create a new product

**Answer: C,D**

Explanation:

Intracompany trading is when two departments in the same company do trading. AND when two companies owned by the same parent company do trading.

INTRA means 'within' - so it's doing business with yourself.

### NEW QUESTION # 130

A business may be faced with the challenge of deciding whether to source some of its requirements from external suppliers or whether to make them internally. There are many factors that need to be considered before arriving at such a decision. Which of the following factors is likely to justify the decision to make the requirements internally?

- A. The availability of in-house competencies and capacity to carry out the production
- B. External sourcing involves cumbersome tendering procedures
- C. The other suppliers are using older technology
- D. External suppliers are likely to be overcharging

**Answer: A**

Explanation:

The decision to make a product internally rather than sourcing it externally is influenced by several factors.

One of the primary considerations is the availability of in-house competencies and capacity. If an organisation possesses the necessary skills, technology, and resources to produce the required goods or services efficiently, it may opt for internal production to maintain control over quality, reduce costs, and protect proprietary information.

Exact Extract from Study Guide:

"Make or buy decisions take into account: product/service is core, the organisation's capacity to make, current market (cost saving with economy of scales and/or logistics), amount of competition."

### NEW QUESTION # 131

The use of Incoterms will eliminate all risks involved in international trade transactions. Is this statement true?

- A. Yes, they are popular because all risks are avoided
- B. No, they will only provide assurance about the quality of goods
- C. No, they can reduce risks but will not eliminate them
- D. Yes, they eliminate all the risks of buying from an overseas supplier

**Answer: C**

Explanation:

Incoterms clarify responsibilities between buyers and sellers, reducing certain risks but not eliminating them entirely. Responsible sourcing requires recognising that Incoterms are only part of risk management in international trade, and other factors, such as supplier reliability and quality, must be considered.

### NEW QUESTION # 132

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