

# CIPS L4M4 Valid Dumps Book & Valid L4M4 Exam Dumps



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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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>

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## CIPS Ethical and Responsible Sourcing Sample Questions (Q148-Q153):

### NEW QUESTION # 148

Which of the following is considered as part of ESG?

- A. economic and social governance
- **B. market conditions and product lifecycle**
- C. liquidity, gearing and profitability
- D. bribery, corruption and the environment

**Answer: B**

Explanation:

The correct answer is bribery, corruption and the environment.

ESG stands for environmental and social governance. It's the new buzzword for CIPS and is basically everything to do with ethical procurement- so areas such as bribery and corruption are included as well as the environment.

Option 4 is incorrect as economic doesn't come into it.

### NEW QUESTION # 149

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 # 150

A procurement manager has decided to use a local newspaper to source quotes from external suppliers. Why is it important to advertise tenders? Select TWO that apply.

- **A. To avoid complex bids**
- **B. To gain insights from the market**
- C. To gain green procurement
- **D. To gain value for money**
- **E. To gain tactical sourcing**

**Answer: A,B,D,E**

Explanation:

Advertising tenders is crucial for achieving value for money by encouraging competitive bids, which can lead to better pricing and service offerings. It also provides insights into the market by revealing the capabilities and innovations of various suppliers, aiding in informed decision-making.

Exact Extract from Study Guide:

"Inviting suppliers to take part in a competitive tender may reduce the potential for the biased selection of a supplier. Time, money and resource could be saved..."

### NEW QUESTION # 151

Commodities are items which can be traded on the stock exchange. These are generally divided into four categories. What are these four categories?

- A. chemicals, agriculture, metals and livestock
- B. metals, energy, elements and agriculture
- **C. energy, agriculture, metals, livestock**
- D. fruit, vegetables, meat and dairy

**Answer: C**

Explanation:

energy, agriculture, metals, livestock are the four trading categories on the stock exchange. Some-times there's a 5th category added which is 'environmental credits'. This is a fairly new thing and you don't need to know anything about this for this exam.

Question no commodities will mainly centre around characteristics of commodities and factors that affect pricing.

Commodities are discussed much more in detail in L5M4. At level 4 you just need a basic overview.

### NEW QUESTION # 152

Damian is a procurement professional in the Public Sector. He has recently run a competition to source new uniforms for hospital staff and has decided on a suitable supplier. Should Damian conduct post tender negotiation with the supplier?

- A. yes- all tender processes should include post-tender negotiation
- B. no- this isn't necessary as Damian has selected the most appropriate supplier
- **C. no- it would be against the law for Damian to do this**
- D. yes- post-tender negotiation may result in a lower price and thus better value for money

**Answer: C**

Explanation:

Damian works in the Public Sector- it is against the law for the public sector to conduct 'post tender negotiation' after a contract has been awarded. This is because it's not transparent and equal opportunities, which are founding principles of public sector procurement.

Private sector can do whatever they want. They can do post-tender negotiations.

NOTE: this is currently the rules as per Public Contract Regulations 2015. These are being superseded in October by new legislation. The study guide doesn't mention this, but it's happening. At the time of writing (January 2023) we don't have the full details about what the new rules are but I doubt they will change on this particular topic. You can find out more about the changes to Public Sector Procurement here: Transforming Public Procurement - GOV.UK ([www.gov.uk](http://www.gov.uk))

### NEW QUESTION # 153

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