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CIPS L4M4 Exam Syllabus Topics:

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

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CIPS Ethical and Responsible Sourcing Sample Questions (Q209-Q214):

NEW QUESTION # 209

Which of the following items would you expect to find on a balance sheet? Select THREE

- A. current assets
- B. net product sales
- C. gross product sales
- D. current liabilities
- E. stockholders' equity

Answer: A,D,E

Explanation:

current assets, current liabilities and equity can be found on a balance sheet. Net and gross sales will be found on a profit and loss account.

NEW QUESTION # 210

Sourcing can be tactical or strategic. Which of the following might be classified within strategic sourcing?

- * Stakeholder meetings to review product design modifications
- * Open tendering to provide new office chairs
- * Evaluating quotations for the latest accounting software
- * Regular stationery orders for the managing director's office

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

Answer: B

Explanation:

Strategic sourcing focuses on long-term value creation, alignment with organisational objectives, and cross-functional stakeholder involvement. Reviewing product design modifications with stakeholders directly influences cost, sustainability, quality, and supply risk over the product lifecycle. Similarly, evaluating quotations for major systems such as accounting software represents a high-value, long-term sourcing decision with strategic impact. In contrast, sourcing office chairs and routine stationery purchases are low-value, repetitive activities and are therefore classified as tactical sourcing. Ethical and responsible sourcing requires procurement professionals to prioritise strategic activities that affect long-term performance, risk management, and sustainability outcomes.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - Tactical vs strategic sourcing; stakeholder engagement.

NEW QUESTION # 211

Which of the following are key areas of regulations governing responsible procurement and supply?

- A. Ethical practice, data protection, and marketplace competition
- B. Company culture, product branding, and staff uniforms
- C. Digitisation, artificial intelligence, and innovations
- D. Competitive pricing, unsecured loans, and threats of new entrants

Answer: A

Explanation:

Regulatory frameworks that affect procurement focus on ethical practice (anti-bribery, modern slavery, human rights), data protection (GDPR and similar), and competition law (to prevent collusion and monopolistic practices). While digitisation and innovation are important trends, they are not regulatory requirements. Similarly, culture, branding, and uniforms are internal matters,

not regulatory areas.

Responsible sourcing requires procurement professionals to ensure compliance with these regulations to protect stakeholders, maintain fairness, and safeguard organisational reputation.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - legal and regulatory environment of ethical sourcing.

NEW QUESTION # 212

A buyer has been tasked with placing an order for steel from another country and using Incoterms for the delivery. The buyer's organisation has an in-house transportation and export clearance department. During negotiations, the buyer achieved a 25% cost reduction by accepting responsibility to arrange loading, transportation, and export clearance. Which Incoterm has been agreed?

- A. FCA - Free Carrier
- **B. EXW - Ex Works**
- C. FOB - Free on Board
- D. CIP - Carriage and Insurance Paid

Answer: B

Explanation:

Under the EXW (Ex Works) Incoterm, the buyer assumes responsibility for transportation and export clearance from the seller's premises. This term aligns with cost-saving measures and the buyer's internal capabilities for logistics, supporting efficient and responsible sourcing.

NEW QUESTION # 213

A buyer of bakery and cereal products is tracking wheat prices. Severe weather causes crop failure in a major wheat-producing country, creating global shortage while demand remains high. How can this research help the buyer?

- **A. The buyer will find it difficult to negotiate a lower price for products containing wheat-based ingredients**
- B. Bakery produce is likely to be at a lower price as there is less availability of wheat flour in the market
- C. The buyer will be in a strong bargaining position to reduce the price of wheat-based food items
- D. The price for wheat-based produce will not be affected by the global shortages as demand is still high

Answer: A

Explanation:

In situations of global commodity shortages, basic supply-and-demand principles mean that prices increase when demand remains constant or high. This reduces the buyer's bargaining power, making it difficult to negotiate lower prices (C). Instead, suppliers are likely to increase costs due to scarcity. Options A and D are incorrect because reduced availability drives prices up, not down. Option B is misleading - prices are affected by shortages. Responsible sourcing requires procurement professionals to anticipate such volatility through market intelligence, consider alternative supply sources, or explore hedging/forward contracts to mitigate risks. Reference: CIPS L4M4 Study Guide (v2), LO: "Implications" - commodity markets, supply/demand dynamics, negotiation power.

NEW QUESTION # 214

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