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## **SAMPLE QUESTIONS & MOCK TEST**

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### **L4M4 Actual Braindumps, L4M4 Real Exam**

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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 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>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 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>

## CIPS Ethical and Responsible Sourcing Sample Questions (Q65-Q70):

### NEW QUESTION # 65

When conducting a competitive tender, is it appropriate to use a supplier's credit rating as a criteria for pre-selection?

- A. yes- because a low rating would have a negative impact on the company's reputation
- B. no- because a low credit rating would have a negative impact on the supply chain
- C. yes- because a low rating would indicate the supplier is financially unstable**
- D. no- because a low rating would not affect the quality of the products supplied

**Answer: C**

Explanation:

The correct answer is 'yes- because a low credit rating would indicate the supplier is financially un-stable'.

The two options beginning with no should automatically be discounted. The other option is incor-rect because credit ratings are private and would therefore not affect reputation.

### NEW QUESTION # 66

Pre-qualification of suppliers is used to determine if the suppliers meet the basic requirements of the buying organisation. Which of the following is assessed at the pre-qualification stage?

- A. financial stability, capacity and capability**
- B. pricing structure, ethics and financial stability
- C. capacity, capability and pricing structure
- D. capability, culture and pricing schedules

**Answer: A**

Explanation:

The correct answer is financial stability (this is done by using all of those lovely ratios in chapter 1.3) and capacity and capability (which are part of Carter's 10 Cs).

At PQQ stage you're looking purely at whether the supplier is good or bad (to put it simply). You don't give them details of your requirement yet, so they're not providing a quote / pricing structure / price schedule at this point in time. That would be at the next stage, IF they pass PQQ, when you issue the tender competition.

### NEW QUESTION # 67

You have been asked to purchase 500 pens of a specific brand. You decided to use a weighted points system for assessment of proposals. Is this approach appropriate?

- A. No, it is not necessary, as in this case, you are mainly concerned with price**
- B. Yes, you should follow the same procurement process irrespective of the circumstances
- C. No, you should only use a weighted points system for high-spend procurement
- D. Yes, a weighted points system is always the best way to evaluate suppliers' bids

**Answer: A**

Explanation:

For low-value, routine purchases where price is the primary consideration, employing a weighted points system may not be necessary. Such systems are more suitable for complex procurements where multiple factors, such as quality, delivery, and sustainability, need to be evaluated alongside price. In the case of purchasing standard items like pens, a straightforward price comparison is typically sufficient.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 2.3.2: The use of weighted points systems for assessment

**NEW QUESTION # 68**

What mechanism helps buying organisations achieve a best value outcome in a tender exercise?

- A. Timetabling the process
- B. Restricting the number of bidders
- C. Advertising requirements
- D. Providing a debrief

**Answer: D**

Explanation:

Providing a debrief allows suppliers to understand the tender process and learn areas of improvement, promoting transparency. This practice supports responsible sourcing by fostering a fair, competitive environment and encouraging suppliers to improve their future offerings.

**NEW QUESTION # 69**

Sourcing products internationally involves extra considerations when looking at the price of the item. Which of the following are additional price considerations for international sourcing? Select TWO

- A. exchange rate
- B. batch quantities
- C. total life cycle costs
- D. tariffs
- E. tax

**Answer: A,D**

Explanation:

Exchange rates and tariffs are associated with international sourcing.

The other options are concerns for both local sourcing and international sourcing.

**NEW QUESTION # 70**

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