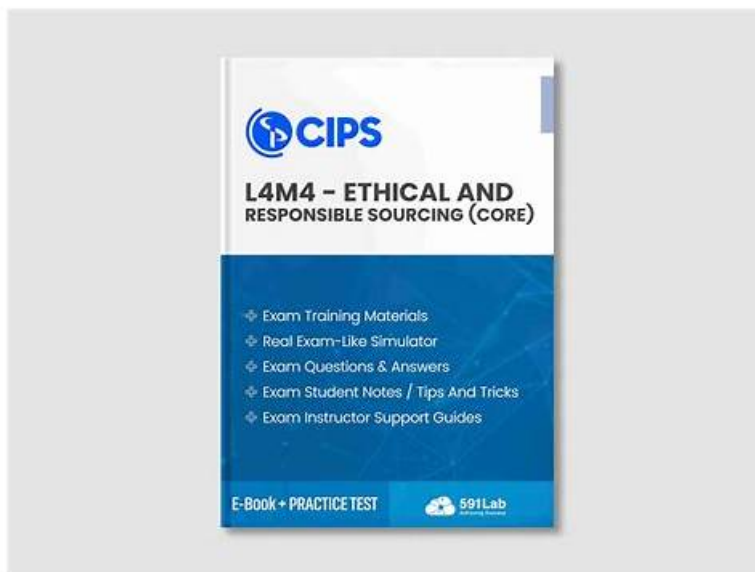


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CIPS L4M4 Exam Syllabus Topics:

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">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.
Topic 4	<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.

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CIPS Ethical and Responsible Sourcing Sample Questions (Q27-Q32):

NEW QUESTION # 27

Sourcing aims to achieve the best value for money by taking into account several factors. Freddy is sourcing a new component for his company which manufactures tractors. Should Freddy take into consideration ethics and sustainability?

- A. yes- ethics and sustainability show that the products are fit for purpose
- B. no- 'value for money' is concerned with achieving the lowest price
- C. no- 'value for money' only concerns price and if the product is fit for purpose
- **D. yes- ethics and sustainability form part of 'value for money'**

Answer: D

Explanation:

"yes- ethics and sustainability form part of 'value for money' " is the correct answer.

There are several factors that represent value for money and these are listed on p.3. These include; price, delivery, quality, ethics, sustainability and availability.

NEW QUESTION # 28

A prequalification questionnaire can allow a buyer to determine whether or not a potential supplier shares the same ethical values at an early stage of a procurement process. Obtaining confirmation that a supplier has not previously been convicted of breaches of modern slavery legislation belongs to which form of evaluation criteria?

- A. Environmental
- **B. Social**
- C. Economic
- D. Quality

Answer: B

Explanation:

Modern slavery and human rights are social sustainability issues. Under the triple bottom line (environmental, social, economic), the social dimension covers labour rights, working conditions, equality, and compliance with modern slavery laws. Responsible sourcing requires buyers to integrate such social criteria in supplier prequalification to prevent unethical practices from entering supply chains. Environmental criteria cover impacts like carbon and waste; economic focuses on cost and competitiveness; quality addresses technical performance. Including modern slavery checks at the prequalification stage reflects due diligence and ensures alignment with legal and ethical obligations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - triple bottom line; ethical sourcing and social responsibility.

NEW QUESTION # 29

A procurement manager has a new contract to award. They know there will be considerable interest from potential suppliers, as there are approximately twelve companies in the market. Which of the following is a benefit of using a full competitive tendering process for this new contract?

- A. All suppliers will know how much the others have bid
- B. Only the procurement manager can decide who wins
- C. It is a quick and informal process
- **D. All bidders will be treated equally**

Answer: D

Explanation:

A full competitive tendering process ensures fairness by treating all suppliers equally, allowing them to compete on a level playing field. This aligns with ethical sourcing principles, especially in the public sector, where transparency and equal opportunity are paramount.

NEW QUESTION # 30

Jack Green is planning to use competitive tendering to source a new component for a new product that the customer research department has been developing for the domestic market. Jack is intending to use an open tender process. Which of the following aspects must Jack consider if an open tender procedure is to be used?

- A. The price will be the only criterion for supplier selection
- **B. There must be an adequate number of suppliers in the market**
- C. The tender will only be advertised in marketing journals
- D. The bidders must be pre-qualified prior to invitation to tender

Answer: B

Explanation:

In an open tender process, any supplier can submit a bid, and there is no pre-qualification stage. This approach is suitable when the requirements are well-defined, and there is a sufficient number of suppliers in the market to ensure competition. However, if too many suppliers respond, it can lead to an overwhelming number of bids to evaluate. Therefore, it's essential to consider the number of potential suppliers in the market before opting for an open tender.

Exact Extract from Study Guide:

"Open procedure - used for well-specified requirements and there is no pre-qualification of bidders. Many suppliers could submit a bid, which could result in lots of bids to assess, so the open procedure is normally only used where the number of potential bidders is expected to be relatively low."

NEW QUESTION # 31

Azram, a facilities category buyer for UK police, is sourcing uniforms internationally. Concerned about exchange rate risk, how can Azram remove this risk?

- A. Request to use the exchange rate applicable at time of delivery
- B. Evaluate international supplier's financial accounts
- C. Carry out a competitive tender exercise process
- **D. Ask suppliers to quote in GBP Sterling**

Answer: D

Explanation:

Exchange rate fluctuations can significantly affect the cost of international contracts. The most direct way to eliminate this risk is to agree prices in the buyer's home currency (GBP Sterling). This passes the risk to the supplier, who must manage currency exposures through hedging or local arrangements. Using the exchange rate at delivery (C) retains exposure for the buyer, while financial analysis (A) and competitive tendering (B) don't address exchange risk. Responsible sourcing requires buyers to consider financial risk-sharing mechanisms as part of contract negotiations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - managing exchange rate risk in international sourcing.

NEW QUESTION # 32

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