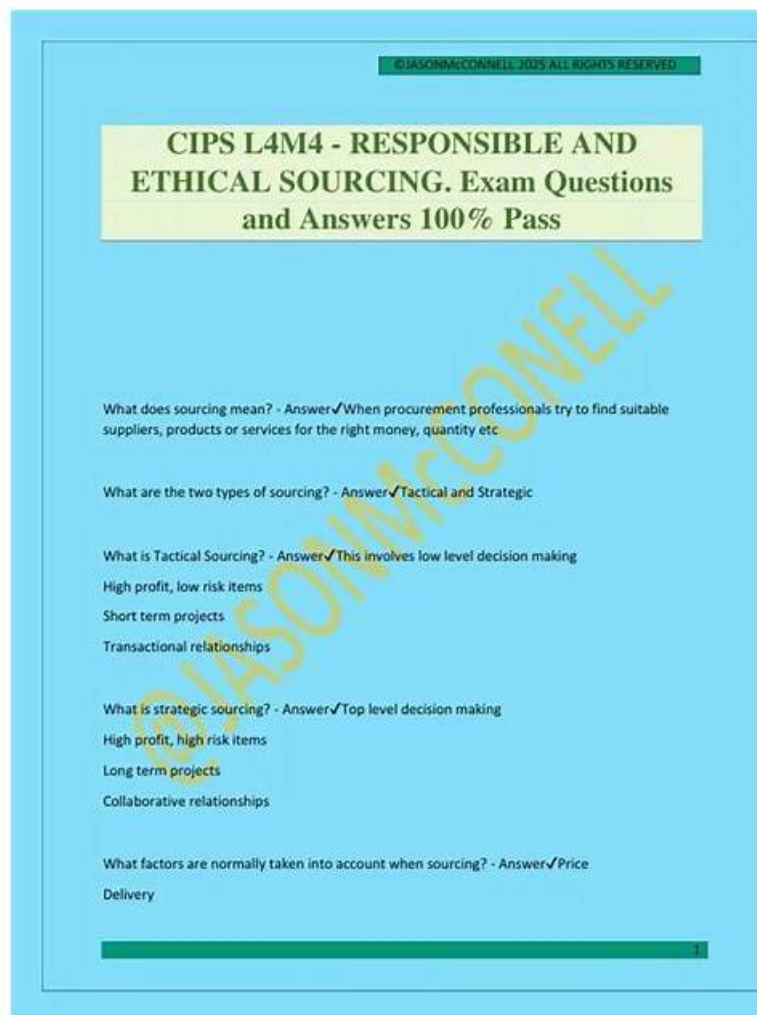


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CIPS L4M4 Exam Syllabus Topics:

| 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 (Q107-Q112):

NEW QUESTION # 107

A procurement manager of a medium-sized company has suggested to their executive board that implementing an ISO environmental standard would improve procurement practices and reduce environmental and social impacts. However, some colleagues are concerned about the potential complexity and supplier resistance. Should the company go ahead with the recommendation?

- A. Yes, as it would align with, and help to achieve, sustainability goals
- B. Yes, implementation would guarantee that the company is compliant with all environmental laws
- C. No, ISO standards are too complex for staff and suppliers to understand and follow
- D. No, because ISO standards are only relevant to large organisations

Answer: A

Explanation:

Adopting ISO environmental standards aligns procurement practices with sustainability goals and helps reduce environmental and social impacts. Although implementing ISO standards may require initial adjustments, they foster long-term benefits by promoting responsible and ethical sourcing practices across the supply chain.

NEW QUESTION # 108

Ivan is an investor who is looking to invest in new businesses. He is reviewing several companies and working out what his equity would be. Which of the following does Ivan need to know to calculate shareholder equity? Select TWO.

- A. total assets
- B. net income
- C. total liabilities
- D. net profit

Answer: A,C

Explanation:

Shareholder Equity = Total Assets - Total Liabilities

NEW QUESTION # 109

Which of the following information can facilitate international imports and exports?

- * Product quality statistics
- * Certificate of origin
- * Purchase order
- * Supplier financial position

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

- D. 2 and 3 only

Answer: D

Explanation:

International trade relies on proper documentation. A certificate of origin (2) confirms where goods are produced, often required for customs clearance and to determine tariffs. A purchase order (3) provides formal buyer intent and agreement of terms, forming the basis for customs and logistics processes. Product quality statistics (1) and supplier financial position (4) are relevant for supplier selection and monitoring but not directly for import/export processes. Responsible sourcing requires procurement professionals to ensure correct documentation is used to avoid delays, penalties, or breaches of trade regulations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - documentation in international sourcing.

NEW QUESTION # 110

What type of ratio measures a company's ability to meet short-term obligations, focusing on converting assets to cash?

- A. Earnings per share
- B. Profitability ratio
- C. Liquidity ratio
- D. Dividend per share

Answer: C

Explanation:

Liquidity ratios (e.g., current ratio, quick ratio) measure whether a company can cover short-term debts with liquid assets like cash, receivables, and inventory. These ratios provide insight into a supplier's ability to remain operational without defaulting on immediate obligations. Profitability ratios show long-term returns; EPS and dividends per share apply to shareholders, not supply continuity. Responsible sourcing emphasises liquidity as a key measure of supplier stability, as poor liquidity can cause supply interruptions or business failure, jeopardising contracts and buyer obligations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - financial appraisal, liquidity assessment.

NEW QUESTION # 111

A buyer for a large manufacturing organisation is assessing a sole-supplier tender opportunity. The buyer is finding it challenging to differentiate the proposals on unit purchase price. Are there any added values that the procurement manager can use to leverage the sole-supplier proposal?

- A. Yes, but only if the buyer decides to re-start the tender opportunity
- B. Yes. The buyer can negotiate on aspects such as after-sales service
- C. No. The buyer must make the decision based on the existing information
- D. No, because a buyer has no leverage over a sole supplier

Answer: B

Explanation:

Where price leverage is limited, buyers should seek value-adds: extended warranties, service levels, training, spares, delivery schedules, sustainability commitments, or risk-sharing. This aligns with total value and ethical outcomes beyond headline price.

Reference: CIPS L4M4 Study Guide (v2): LO "Application" - value analysis/negotiation with limited competition; non-price value levers and responsible outcomes.

NEW QUESTION # 112

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