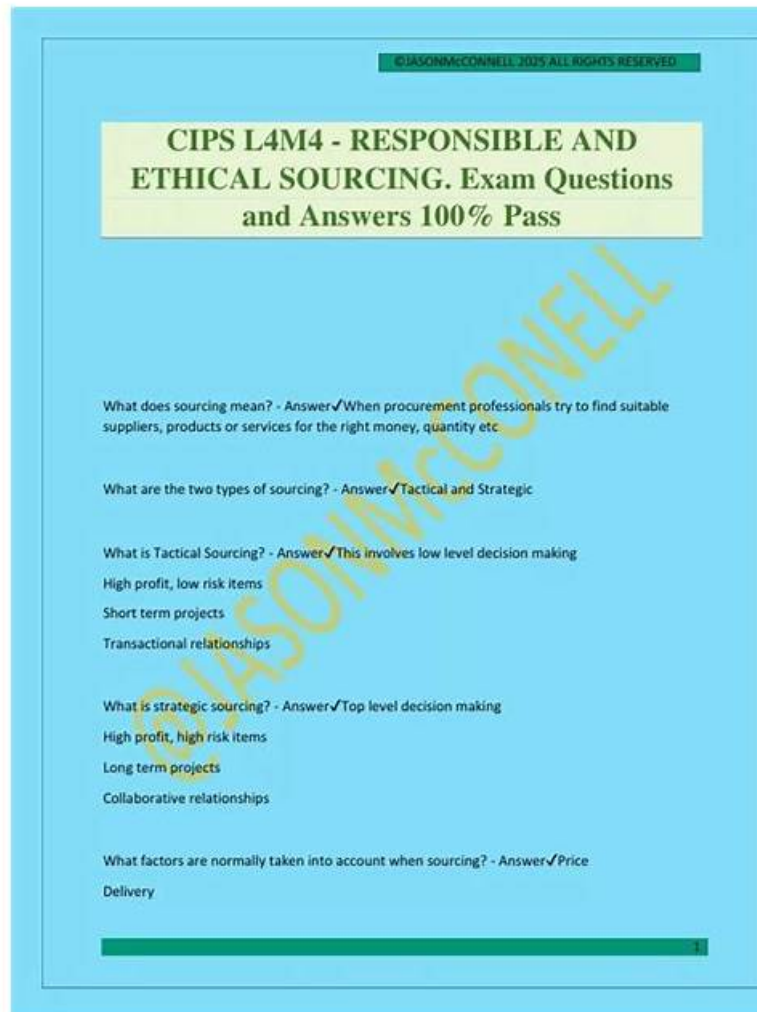


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CIPS Ethical and Responsible Sourcing Sample Questions (Q117-Q122):

NEW QUESTION # 117

Which of the following are procurement procedures permissible under EU Public Procurement rules? Select TWO that apply.

- A. Complex procedure
- **B. Open procedure**
- **C. Restricted procedure**
- D. Conformance procedure
- E. Public procedure

Answer: B,C

Explanation:

Under EU Public Procurement rules, the permissible procurement procedures include the Open Procedure and the Restricted Procedure. The Open Procedure allows any interested party to submit a tender, while the Restricted Procedure involves a two-stage process where only selected candidates are invited to submit tenders. These procedures are designed to ensure transparency, competition, and equal treatment in public procurement.

Exact Extract from Study Guide:

"The EU Public Procurement Directive outlines several procedures including Open Procedure and Restricted Procedure, which are designed to facilitate fair and transparent procurement processes."

NEW QUESTION # 118

Many organisations prefer a multi-sourcing approach because of the advantages it provides. Which of the following might be an advantage of multi-sourcing?

- A. It is the only approach that enables the buyer to isolate the best supplier from among many
- **B. It increases process flexibility and switching using a range of approved suppliers**
- C. It helps the buyer to increase stock varieties to avoid stock-outs
- D. It is the only approach that supports the open tendering process

Answer: B

Explanation:

Multi-sourcing allows organisations to diversify their supply base, providing flexibility, and reducing risk by having multiple suppliers. It is an effective strategy to prevent over-dependence on a single source and allows for competition among suppliers, promoting quality and ethical standards in the supply chain.

NEW QUESTION # 119

Which of the following is not a Human Rights as protected by the UN Declaration on Human Rights?

- A. the right to free speech
- **B. the right to change nationality**
- C. freedom of Belief and to change beliefs
- D. the right to be treated equally

Answer: B

Explanation:

the right to change nationality is not included in the UN Declaration of Human Rights. There are 30 in total but you're not expected to know them all. You should know the big ones though which are; life, security, belief, equal treatment, free speech and expression. A summary can be found here: [Universal Declaration of Human Rights | United Nations](#)

NEW QUESTION # 120

Which of the following financial ratios would indicate a supplier's potential exposure risk to a steep rise in inflation?

- A. acid test
- B. current ratio
- **C. gearing ratio**
- D. gross profit margin

Answer: C

Explanation:

The correct answer is 'gearing ratio'.

Gearing measures how much of a company's funding is based on long-term debt or loans- this would be affected by a steep rise in inflation. If a company has a mortgage on their offices or factory and they need to remortgage and inflation has gone up a lot- they'll be paying a lot more on their mortgage. This will severely effect the gearing ratio as they'll have more outgoings than incoming. Gross profit margin COULD be affected by inflation, for example if you've got hyper-inflation and the country goes into recession and people stop buying your product. However, this answer isn't always right and depends on many factors- the industry, the product, the company etc, so for the purpose of CIPS should be discounted. There are many industries which are immune to inflation.

NEW QUESTION # 121

An international supplier of shirts provides four different prices for each garment depending on the Incoterm selected by the buyer. Which Incoterm would support achieving the lowest unit price per garment?

- **A. EXW**
- B. DDP
- C. CPT
- D. DAP

Answer: A

Explanation:

Under EXW (Ex Works) the seller prices only for making goods available at their premises; the buyer bears transport, export formalities, main carriage, and risk from collection. Because the seller's obligations are minimal, the quoted unit price is typically the lowest. Delivered terms (DAP/DDP/CPT) add seller costs and risk, raising the price.

Reference: CIPS L4M4 Study Guide (v2): LO "Application" - Incoterms responsibilities, cost/risk allocation.

NEW QUESTION # 122

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