

CIPS L4M4 Exam Details & Free L4M4 Pdf Guide



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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> This section examines analyzing market data, obtaining quotations tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
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 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 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 (Q166-Q171):

NEW QUESTION # 166

A supplier of copper cable has notified the buyer that the price of the cable is increasing by 6% due to increases in the cost of copper, a key component of the cable.

Which of the following indices could be utilised to check the validity of the supplier's proposed changes in the price of the cable?

- A. Commodity Price Indices
- B. Consumer Price Index
- C. Stock Market Indices
- D. Purchasing Managers' Index

Answer: A

Explanation:

Commodity Price Indices track movements in the prices of raw materials such as metals, oil, and agricultural products. Since copper is a traded commodity, changes in its market price can be independently verified through commodity indices. This allows buyers to validate supplier claims objectively and ensure price increases are justified and transparent. Purchasing Managers' Index measures business confidence, CPI measures consumer inflation, and stock indices reflect equity performance rather than raw material costs. Ethical and responsible sourcing requires procurement professionals to use reliable market data to challenge unjustified price increases and maintain fairness in supplier negotiations.

Reference:CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - market analysis, price indices, cost drivers.

NEW QUESTION # 167

In a negotiation, a supplier does not want to upset or offend the buyer, so concedes their own requirement in order to ensure harmony. Which negotiation tactic is the supplier using?

- A. competitive
- B. compromising
- C. accommodating
- D. collaborative

Answer: C

Explanation:

This is accommodating: the supplier puts the buyer's interest above his own.

This is from the Thomas Killman model of conflict resolution. There are 5 strategies; competitive, collaborative, avoiding, accommodating and compromising. In the study guide it doesn't mention the name of the model but you do need to know the 5 strategies. The model comes up a lot in other modules so is a good one to learn. Particularly L5M1 which is about management theory.

NEW QUESTION # 168

Which of the following would you use to work out a company's gearing ratio? Select TWO.

0current liabilities

- A. net profit
- B. gross sales
- C. long term debt
- D. shareholder equity

Answer: A,C

Explanation:

Gearing measures how much of an organisation's long-term funding is made up of long term debt and loans.

Therefore the correct answers are 'shareholder equity' and 'long term debt'.

There are many question about financial ratios that can come up on the exam. If you're unsure on them I suggest doing further reading outside of the study guide as this will help. I like this youtube video (I'm not associated with the makers of this video but think they're really good at explaining things to beginners) Gearing Ratio explained (youtube.com)

NEW QUESTION # 169

Khalid is a procurement manager in the UK who is looking to source exotic fruit for a retailer. As this type of fruit doesn't grow naturally in the UK Khalid is looking at international suppliers, but is worried about variations in exchange rates. He is considering asking the suppliers to provide quotes in their local currencies.

Will this reduce the risk posed to Khalid?

- A. yes- when suppliers quote in local currencies you are more likely to get better prices
- B. no- prices should be quoted in GBP / £ as this will reduce the cost of imports
- C. no- quoting the prices in GBP / £ will provide Khalid with better security against cur-rency fluctuations
- D. yes- suppliers should quote in their own currencies so there is no risk to the importing company

Answer: C

Explanation:

So you can immediately discount the options starting with yes.

Quoting in GBP / £ rather than the supplier's currency reduces the risk to the buyer. It will not re-duce the cost of the import, and will probably increase it as the supplier is then taking on the risk of currency fluctuations.

NEW QUESTION # 170

Which of the following is not a indices that measures economic data?

- A. GDP
- B. ISO
- C. PPI
- D. CPI

Answer: B

Explanation:

ISO isn't an indices- it stands for 'International Labour Association'.

The others are all indices that measure economic data; consumer price index, producer price index and gross domestic product.

NEW QUESTION # 171

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