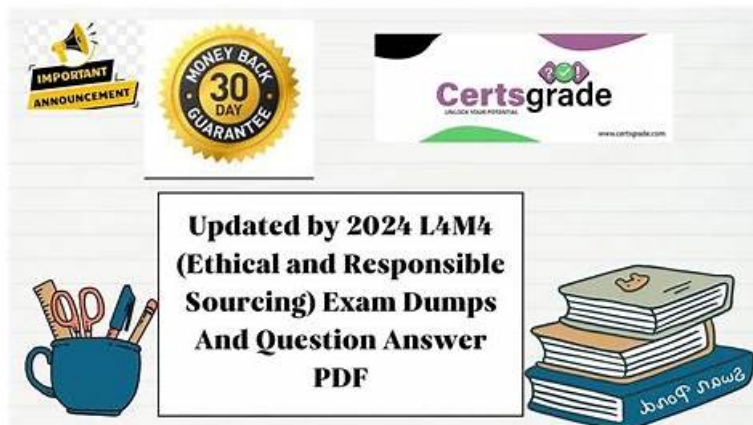


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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Understand the key processes that can be applied to the analysis of potential external suppliers:
Topic 2	<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 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 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.

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CIPS Ethical and Responsible Sourcing Sample Questions (Q237-Q242):

NEW QUESTION # 237

Which of the following is an example of intracompany trading? Select TWO

- A. a manufacturer in the UK buys raw copper from a supplier in Chile
- B. two companies join together to create a new product
- C. cleverness
- **D. two companies owned by the same entity conduct business**
- **E. two departments within the same company collaborate on a project**

Answer: D,E

Explanation:

Intracompany trading is when two departments in the same company do trading. AND when two companies owned by the same parent company do trading.

INTRA means 'within' - so it's doing business with yourself.

NEW QUESTION # 238

Foresters Plc is negotiating a new contract for the procurement of timber, a crucial component of its production operations. The company has incorporated environmental, social, and governance (ESG) reporting requirements into the contractual terms. Is this a valid approach?

- A. No, ESG is not within the scope of a contractual document and should always be treated informally
- B. Yes, providing the contract does not require a supplier to do anything differently for ESG than they have done previously
- **C. Yes, this helps to demonstrate the importance of compliance to ESG**
- D. No, suppliers cannot be legally responsible for ESG compliance; this should be the buying organization

Answer: C

Explanation:

Incorporating ESG requirements into contractual terms is a valid and increasingly common approach. It ensures that suppliers are contractually obligated to adhere to specific environmental, social, and governance standards, aligning with the buyer's commitment to responsible sourcing. This practice not only promotes ethical behavior but also mitigates risks associated with non-compliance, such as reputational damage or legal penalties.

Exact Extract from Study Guide:

"This unit focuses on responsible procurement practices, ensuring that sourcing decisions align with legal, environmental, and social governance (ESG) principles."

NEW QUESTION # 239

A buyer might opt to do an Invitation to Tender (ITT) rather than a Request for Quotation (RFQ) because ...

- **A. The nature of the goods or services being purchased is complex and high value**
- B. The contract will be low value and there are many suppliers, therefore a simpler approach is required
- C. The supplier market is an oligopoly where a few large suppliers dominate the market
- D. Time is of the essence and decisions need to be made quickly without additional stakeholder involvement

Answer: A

Explanation:

ITT is appropriate for complex/high-value procurements needing detailed submissions and robust evaluation.

RFQ suits simple, well-specified, lower-value buys where price comparison is primary.

Reference: CIPS L4M4 Study Guide (v2): LO "Implementation" - sourcing procedures (RFI/RFQ/ITT) matched to complexity and risk.

NEW QUESTION # 240

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 is the only approach that supports the open tendering process
- D. It helps the buyer to increase stock varieties to avoid stock-outs

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 # 241

Which of the following incoterms relate specifically to transporting items over water?

- A. cost and freight
- B. ex works
- C. delivered duty paid
- D. delivered at place

Answer: A

Explanation:

cost and freight is specific to transport over water. The others relate to all types of transportation.

Incoterms 2020 chart | Intersped

Some students report a lot of questions on Incoterms in the exam, some say they only had 1. It really is luck of the draw.

NEW QUESTION # 242

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