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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• This section examines analyzing market data, obtaining quotations</li><li>• tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• Understand the key processes that can be applied to the analysis of potential external suppliers:</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>

## CIPS Ethical and Responsible Sourcing Sample Questions (Q235-Q240):

### NEW QUESTION # 235

Incoterms are divided into four main groups to follow the movement of goods covering the exporter's premises, export and import points, and cost and risk. Which letters represent the four groups of Incoterms?

- A. E, F, C, and D
- B. A, B, C, and D
- C. E, F, B, and C
- D. B, C, F, and G

**Answer: A**

Explanation:

Incoterms are grouped as E (Ex Works), F (Free Carrier), C (Carriage Paid To), and D (Delivered Duty Paid), reflecting various stages of responsibility transfer between buyer and seller. Understanding Incoterms is critical for responsible sourcing, as it clarifies logistics and cost responsibilities.

### NEW QUESTION # 236

Which of the following is an advantage to the TUPE regulations?

- A. Reduced overheads for the buying organisation
- B. Continuity of supply for the buying organisation**
- C. Increase in buyer power
- D. Value for money for the buying organisation

**Answer: B**

Explanation:

Continuity of supply for the buying organisation is an advantage of TUPE regulations.

TUPE is the Transfer of Undertakings (Protection of Employment). It's when the workforce / employees of one company go to work for another one, usually after their company is bought out. They're transferred to the new company along with the furniture and buildings.

TUPE is UK specific. You don't need to know too much details about it for this exam - just what it is and the benefits. The main benefit is people don't lose their jobs when their company gets bought out. Basic guide to TUPE ([pinsentmasons.com](http://pinsentmasons.com))

### NEW QUESTION # 237

What type of ratio is used to measure a company's ability to meet its short-term financial obligations, specifically focusing on its ability to convert assets into cash to cover current liabilities?

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

**Answer: A**

Explanation:

Liquidity ratios, such as the current and quick ratios, evaluate a company's ability to meet short-term liabilities with current assets. This metric is crucial for assessing a supplier's financial stability, ensuring continuity and reliability in the supply chain, which aligns

with ethical and responsible sourcing principles.

#### NEW QUESTION # 238

Which of the following should form part of the initial evaluation process for non-domestic vendor supply proposals?

- A. Internal benchmarking
- B. Contract management
- **C. Incoterm classifications**
- D. Supplier development

**Answer: C**

Explanation:

In the initial evaluation of non-domestic vendor supply proposals, understanding and applying the correct Incoterm classifications is crucial. Incoterms (International Commercial Terms) define the responsibilities of buyers and sellers in international transactions, including the point at which risk transfers from seller to buyer.

Evaluating these terms early ensures clarity in logistics, costs, and risk management.

Exact Extract from Study Guide:

"When sourcing from international suppliers, it is important to be aware of the key legislative and regulatory requirements in both the home country as well as the country of origin. Depending on product and service type, for example, you may need to consider product safety measures, industry regulations, and environmental regulations. In terms of organizational requirements, it is important to pay attention to details such as applicable payment terms and local labor practices."

#### NEW QUESTION # 239

A buyer is considering trading with a new supplier who is based in a country they have not traded with before.

The buyer needs to understand the anti-bribery risks in the country. Which of the following sources of information would be useful in this regard? Select TWO that apply.

- **A. Local Anti-Corruption Legislation**
- B. International Court of Arbitration (ICC)
- C. United Nations Sustainable Development Goals (UNSDGs)
- **D. Transparency International (TI)**
- E. International Standards Organisation (ISO)

**Answer: A,D**

Explanation:

Transparency International provides the Corruption Perceptions Index, which ranks countries based on perceived levels of public sector corruption, offering valuable insights into the anti-bribery risks of a specific country. Additionally, understanding the local anti-corruption legislation helps the buyer assess the legal framework and enforcement mechanisms in place, which is crucial when entering into contracts with suppliers in new jurisdictions.

Exact Extract from Study Guide:

"Transparency International's Corruption Perceptions Index is a key resource for assessing the risk of corruption in different countries. Local anti-corruption legislation provides the legal context within which suppliers operate, and understanding these laws is essential for ensuring compliance and ethical sourcing."

#### NEW QUESTION # 240

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