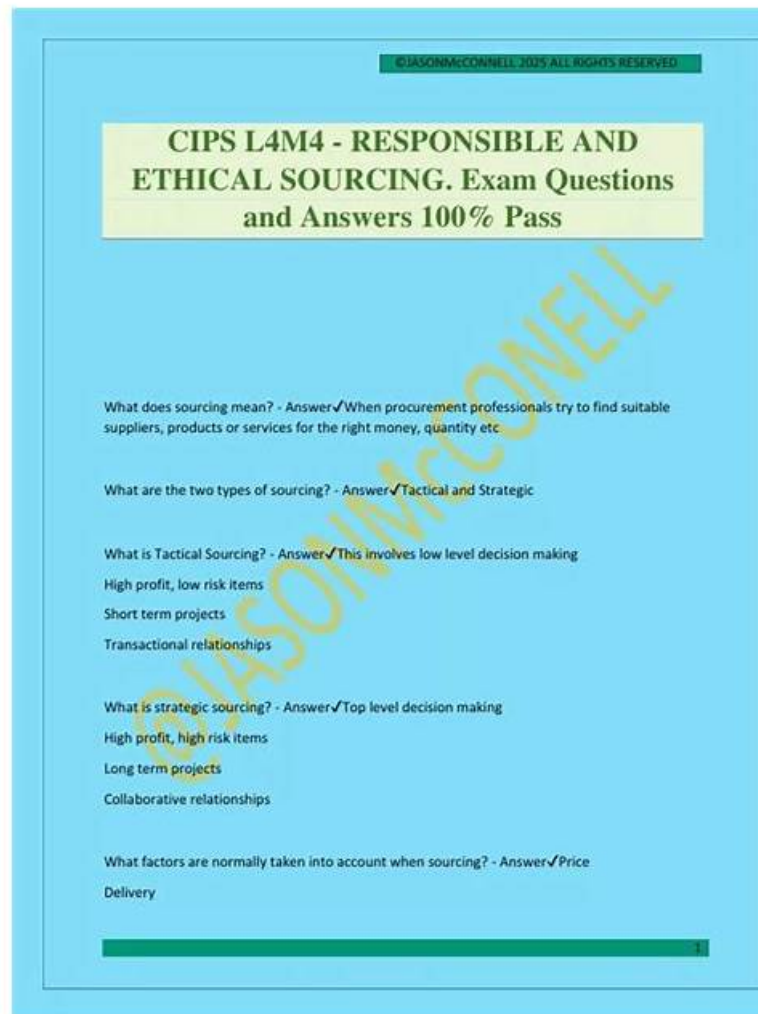


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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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>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 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>
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## CIPS Ethical and Responsible Sourcing Sample Questions (Q195-Q200):

### NEW QUESTION # 195

What course of action should be taken when an audit of a supplier identifies evidence of human rights malpractice?

- A. Remove all business and inform press organisations to escalate to government authorities
- B. Immediately halt all orders and switch to an alternative source of supply
- C. Allow the supplier to complete current orders while pursuing alternatives
- D. Immediately raise the issue with the supplier and jointly develop a timely action plan before a repeat audit

**Answer: D**

Explanation:

CIPS promotes a constructive and corrective approach when suppliers fall short of ethical standards, especially on critical issues like human rights. Immediately cutting ties can harm workers further and disrupt supply without addressing root causes. A responsible sourcing approach requires buyers to engage suppliers, escalate the concern, and establish a corrective action plan with monitoring to ensure compliance. Only if the supplier refuses to act or breaches persist should termination occur. This supports continuous improvement, supplier development, and ethical due diligence, reflecting global standards such as the UN Guiding Principles on Business and Human Rights.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - audits, corrective action plans, ethical risk management.

### NEW QUESTION # 196

Sourcing aims to achieve the best value for money by taking into account several factors. Freddy is sourcing a new component for his company which manufactures tractors. Should Freddy take into consideration ethics and sustainability?

- A. yes- ethics and sustainability show that the products are fit for purpose
- B. no- 'value for money' only concerns price and if the product is fit for purpose
- C. yes- ethics and sustainability form part of 'value for money'
- D. no- 'value for money' is concerned with achieving the lowest price

**Answer: C**

Explanation:

"yes- ethics and sustainability form part of 'value for money' " is the correct answer.

There are several factors that represent value for money and these are listed on p.3. These include; price, delivery, quality, ethics, sustainability and availability.

### NEW QUESTION # 197

Which of the following characteristics are likely to be required within sourcing processes undertaken in the public sector?

- \* An emphasis on long-term supplier relationships where possible
- \* Maintaining service levels within value and cost parameters

- \* All dealings between buyers and suppliers are kept confidential
- \* A competitive tendering process is usually encouraged

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

**Answer: D**

Explanation:

Public sector sourcing prioritises maintaining service levels within budget constraints and often mandates competitive tendering to promote transparency and fairness. These principles align with ethical sourcing practices, ensuring responsible expenditure and fair competition among suppliers.

#### NEW QUESTION # 198

Which of the following are signs that modern-day slavery might be taking place within the supply chain?  
Select THREE.

- A. suppliers who speak English as a second language
- B. supplier based in a country with a low score on the Corruption Perception Index
- **C. poor quality products**
- **D. suspiciously low labour costs**
- **E. workers that live on-site**

**Answer: C,D,E**

Explanation:

The correct answers are; suspiciously low labour costs, workers living on site and poor quality products (as this signals that the workforce may be unskilled).

A low score on the CPI is a good thing (high scores are more likely to signify slavery concerns) and just because someone speaks English as a second language doesn't mean you automatically need to be suspicious.

That would be prejudice.

#### NEW QUESTION # 199

A restricted tender process involves supplier selection. This process focuses on which of the following?

- \* Production capacity
- \* Decommissioning costs
- \* Total life cost
- \* Financial stability

- A. 1 and 2 only
- **B. 1 and 4 only**
- C. 1 and 5 only
- D. 2 and 4 only

**Answer: B**

Explanation:

Restricted tendering involves filtering suppliers through a prequalification stage and then evaluating proposals. The selection focuses on ensuring suppliers have adequate production capacity and financial stability to deliver on requirements. These are critical to continuity, quality, and risk management.

Decommissioning costs are not typically part of supplier selection, and total life cost is an award criterion considered later in evaluation. By checking production capacity and financial stability, buyers mitigate risks of underperformance or financial collapse. This approach aligns with responsible sourcing, where due diligence ensures suppliers can sustainably meet obligations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - supplier qualification and restricted tendering.

#### NEW QUESTION # 200

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