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Question 1:

When deciding on 'Make versus Buy', procurement professionals have to consider the level of competition in supply market. Which of the following will improve the buying organisation's bargaining power?

- High direct labour costs
- Substitutes for the product or service are readily available
- The suppliers are larger than the buying organisation in the industry and more concentrated
- The market has high entry barrier to new entrants

Question 2:

Which of the following governs the public sector procurement and sourcing within the EU and EEA?

- The Freedom of Information Act
- Directive 2014/24/EU
- Public Contract Regulations
- Title VI: Treaty of Rome

Question 3:

Which of the following encourages procurement professionals to avoid discrimination, treat suppliers fairly and respectfully and a transparent approach to sourcing?

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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 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 3	<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 4	<ul style="list-style-type: none">• Understand the key processes that can be applied to the analysis of potential external suppliers:

CIPS Ethical and Responsible Sourcing Sample Questions (Q203-Q208):

NEW QUESTION # 203

An organisation wants to measure its Triple Bottom Line. Which of the following should be considered to help achieve this goal?

- A. Quality and lead time and performance
- B. Innovation and creativity performance
- **C. Financial and environmental performance**
- D. Procedure and process performance

Answer: C

Explanation:

The Triple Bottom Line framework evaluates an organisation's impact on social, environmental, and economic factors. Financial and environmental performance are critical components, along with social metrics, aligning with responsible sourcing goals to promote sustainability and ethical practices.

NEW QUESTION # 204

What type of relationship should a buyer seek when making strategic sourcing for their business?

- A. arms-length
- **B. collaborative**
- C. partnership
- D. transactional

Answer: B

Explanation:

The buyer should seek a 'collaborative' relationship. Transactional and arms-length relationships are more suited to tactical sourcing. Partnerships are reserved for joint-ventures.

NEW QUESTION # 205

A buyer of bakery and cereal products has tracked wheat prices. Severe weather has reduced wheat supply globally, but demand remains high. How can this research help the buyer?

- A. The price for wheat-based produce will not be affected as demand is still high
- B. The buyer will be in a strong bargaining position to reduce prices
- **C. The buyer will find it difficult to negotiate a lower price for wheat-based ingredients**
- D. Bakery produce is likely to be at a lower price as there is less wheat flour available

Answer: C

Explanation:

Global shortages combined with steady or high demand create upward price pressure. This reduces the buyer's bargaining power, making it difficult to negotiate lower prices. Instead, suppliers are justified in raising prices to reflect scarcity. Options A and C are contradictory to economic principles, while B ignores the impact of shortages on pricing. Responsible sourcing requires buyers to anticipate such conditions using market intelligence and mitigate risks through forward contracts, alternative sourcing, or hedging strategies, rather than relying on negotiation leverage during shortages.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implications" - commodity volatility and negotiation power.

NEW QUESTION # 206

How can a buyer monitor a supplier's ethical workforce standards throughout a long-term contract?

- A. Check the International Labour Organisation's database regularly for information specifically about that supplier
- B. Request a completed self-assessment by the supplier on a monthly basis
- **C. Commission periodic audits by specialist third parties to highlight any malpractice**
- D. Contact management directly on a periodic basis, as stipulated in contract terms

Answer: C

Explanation:

Conducting periodic audits by third-party specialists is a reliable way to monitor compliance with ethical standards, as these audits provide an objective assessment. This aligns with ethical sourcing practices, as it promotes accountability and ensures continuous adherence to agreed-upon standards.

NEW QUESTION # 207

Why should procurement collate and review the buying organisation's historic supplier spend data prior to tendering?

- * To identify opportunities where savings can be achieved
- * To ensure suppliers deliver goods and services on time
- * To eliminate supplier corruption and favouritism
- * To make informed decisions about the suppliers to work with

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

Answer: A

Explanation:

Reviewing historical supplier spend data enables procurement professionals to identify areas where cost savings can be achieved by analyzing past expenditures and supplier performance. This analysis also aids in making informed decisions about future supplier engagements by understanding previous spending patterns and supplier reliability.

Exact Extract from Study Guide:

"Spend analysis is a process that analyses the historical spend data of your organisation to provide answers to questions concerning spend visibility, compliance, and cost-saving opportunities."

NEW QUESTION # 208

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