

Trustworthy New L4M4 Test Question & Latest Updated L4M4 Exam Questions & High Pass-Rate CIPS Ethical and Responsible Sourcing

Test 2

Q1. What in your opinion are the aim of third sector organization (non for profit organizations)? Select Two that apply.

- A. Political Lobbying on behalf of a cause, issue or group in any given country
- B. Providing Aid and support service to the public or specific beneficiaries
- C. Return on Shareholders investments
- D. National Defense supporting governments
- E. Increasing level of social infrastructure, income and welfare

Answer: A & B (LO3)

Q2. Which incoterms means, buyer is not obliged to pay all costs and taxes of the import clearance (if both parties do not have any other arrangement)

- A. CIF (Custom, insurance, and freight)
- B. DPU (Delivered at place unloaded)
- C. DAP (Delivered at Place)
- D. DDP (Delivered duty paid)

Answer: D (LO3)

Q3. When assessing suppliers' proposals, which of the following is the group of items that procurement professional should spend the least time and resources

- A. Leverage Items
- B. Bottleneck Items
- C. Routine Items
- D. Strategic Items

Answer: C (LO2)

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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 quotationstenders, 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 the key processes that can be applied to the analysis of potential external suppliers:
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 (Q11-Q16):

NEW QUESTION # 11

Which of the following are primary sources of data? Select TWO.

- A. economic indices such as PPI or CPI
- B. market research commissioned by a rival company
- C. published price lists
- D. phone calls with current suppliers
- E. trade fairs and exhibits

Answer: D,E

Explanation:

Primary data includes trade fairs and exhibits, and phone calls to current suppliers. The others are examples of secondary data. Remember primary= you do it yourself, Secondary = someone else did it.

NEW QUESTION # 12

When looking at credit scores, a supplier may be classified as a high risk for reasons that are not linked to poor credit. Which of the following could these be? Select TWO

- A. The organisation does not employ many people
- B. The organisation is new
- C. The organisation has lots of fixed assets
- D. The organisation has no loans or credit cards

Answer: C,D

Explanation:

New organisations or those with no loans/ credit cards may have low credit scores. This is simply because they do not have enough financial history to make their scores good. That means banks automatically class them as higher risk, because they simply don't know that they're trustworthy yet.

NEW QUESTION # 13

Which of the following are key areas of regulations that govern organisations in responsible procurement and supply?

- A. Company culture, product branding and staff uniforms
- B. Competitive pricing, unsecured business loans and threats of new entrants
- C. Digitisation, artificial intelligence and innovations
- D. Ethical practice, data protection and marketplace competition

Answer: D

Explanation:

Responsible procurement and supply are governed by several key regulatory areas to ensure ethical and fair practices. These include:

- * Ethical Practice: Ensures that organisations conduct business in a manner that is ethical and free from corruption.
 - * Data Protection: Involves safeguarding personal and sensitive information, ensuring compliance with laws such as the General Data Protection Regulation (GDPR).
 - * Marketplace Competition: Ensures fair competition among businesses, preventing monopolies and promoting consumer choice.
- These areas are critical in maintaining integrity, trust, and compliance within procurement activities.

Exact Extract from Study Guide:

"Key areas of regulation that organisations must follow include data protection, ethical practice, health, safety and environment, worker rights, marketplace competition, and product safety standards."

NEW QUESTION # 14

Which of the incoterms listed are suitable for transporting goods via train?

- A. CRF
- B. FAS
- **C. EXW**
- D. FOB

Answer: C

Explanation:

EXW- exworks is a suitable incoterm for transporting goods both by rail and boat. It can be used regardless of the mode of transport.

The other three are for transport over water. P. 143 Shipping Incoterms: the Complete Guide - Guided Imports Some students report a lot of questions on Incoterms in the exam, some say they only had 1. Best bet is to learn them if you possibly can.

NEW QUESTION # 15

A procurement manager analyses total company expenditure on goods and services. What can expenditure by product category or supplier achieve? (Select TWO)

- **A. Provide information on costs and trends for comparison**
- B. Identify how obsolete stock can be disposed of sustainably
- C. Provide analysis to help with production planning
- D. Help set the organisation's marketing strategy
- **E. Highlight opportunities for negotiating better prices**

Answer: A,E

Explanation:

Expenditure analysis by category/supplier enables buyers to track trends over time (A), supporting benchmarking and financial control. It also identifies opportunities for negotiation (C) by highlighting concentration of spend and potential leverage with suppliers. Marketing strategy, production scheduling, and stock disposal are outside procurement's primary scope. Responsible sourcing relies on robust spend analysis to identify efficiency opportunities, reduce wasteful expenditure, and support supplier relationship management strategies, all while aligning with sustainability and compliance goals.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - spend analysis and its role in responsible sourcing.

NEW QUESTION # 16

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