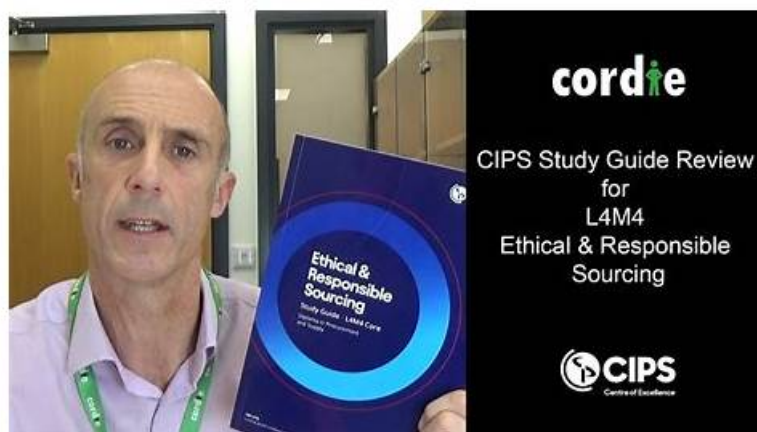


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CIPS L4M4 Exam Syllabus Topics:

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 (Q86-Q91):

NEW QUESTION # 86

Raja is a procurement manager who is keen to gain further insight into the current marketplace and whether local suppliers are capable to provide a service he is looking to procure. He wishes to test the market before he begins a formal tender process. What

should Raja do?

- A. conduct an open competition
- B. send out a RFQ
- C. speak with his current suppliers
- **D. send out a RFI**

Answer: D

Explanation:

Raja should send out a RFI- request for information; this will allow him to gain feedback from the marketplace prior to tender.

Speaking only with current suppliers will not provide all the information Raja requires.

He should not send out a request for quotation since he is still conducting market research. An open competition would be how he can procure, after he's completed his research.

NEW QUESTION # 87

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

Answer: B

Explanation:

Embedding ESG/ethical clauses and reporting in contracts is a key mechanism to implement responsible sourcing, set clear expectations, and enable monitoring and remedies. Suppliers can be held to contractual ESG obligations where these are defined and agreed.

Reference: CIPS L4M4 Study Guide (v2): LO "Implementation" - contractual clauses for ethics/ESG, monitoring and enforcement.

NEW QUESTION # 88

Bob works in the procurement department of a construction firm. He has been asked to procure an item for a short-term project which is considered low risk. What type of sourcing will he be completing?

- A. insourcing
- **B. tactical**
- C. outsourcing
- D. strategic

Answer: B

Explanation:

tactical is the correct answer; items that are short-term or low value are considered tactical.

Strategic sourcing is long term and high value.

Outsourcing is moving a key business function to an external company.

Insourcing is bringing a previously outsourced part of the company back in-house.

NEW QUESTION # 89

Ji Yuan is a procurement manager who is looking for a new supplier to complete reactive maintenance activities throughout his property portfolio. The reactive maintenance will include an array of plumbing tasks as well as fixing electrical items. Suppliers therefore need to be extremely skilled and knowledgeable about a variety of tasks. Ji Yuan has done some initial research and doesn't believe that there are many suppliers who can complete this type of contract. What type of tender should he use?

- A. negotiated
- B. competitive dialogue

- C. restricted
- D. open

Answer: D

Explanation:

Open tenders should be used when the buyer expects there to be little interest / fewer bids. The opportunity is advertised widely allowing any supplier that wishes to submit a bid the opportunity.

The other options limit the number of suppliers and Ji Yuan doesn't want to do that, because he risks getting no interest and no supplier.

P.23

NEW QUESTION # 90

Polygon Incorporated is a new company in the mining industry, which often gets bad press due to issues of sustainability. Which of the following should Polygon Incorporated consider when developing sustainable business practices?

- A. efficiency, effectiveness, impact
- B. people, profit, planet
- C. fraud, bribery and corruption
- D. economic, ethical and environmental

Answer: B

Explanation:

The three pillars of sustainability are profit, people and planet. This may also be referred to as social, economic and environmental.

NEW QUESTION # 91

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