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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<ul style="list-style-type: none">Understand the key processes that can be applied to the analysis of potential external suppliers:

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CIPS Ethical and Responsible Sourcing Sample Questions (Q57-Q62):

NEW QUESTION # 57

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. strategic
- C. **tactical**
- D. outsourcing

Answer: C

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 # 58

Which of the following might encourage an organisation to outsource their IT function?

- A. **If there is limited finance investment and resource**
- B. If the outsourcing solution increases the costs
- C. When there is a **limited manufacturing capacity**
- D. When there is an internal conflict within the company

Answer: A

Explanation:

Organisations may choose to outsource IT when they have limited financial investment capability and internal resources. Outsourcing allows access to specialist expertise, up-to-date technology, and scalable services without the need for large capital expenditure.

Limited manufacturing capacity is irrelevant to IT, increased costs would discourage outsourcing, and internal conflict is not a valid sourcing rationale. Ethical and responsible sourcing requires outsourcing decisions to be based on clear business needs, value creation, and risk management, ensuring continuity of service and effective use of organisational resources.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - outsourcing decisions; make-or- buy considerations.

NEW QUESTION # 59

Ivan is an investor who is looking to invest in new businesses. He is reviewing several companies and working out what his equity would be. Which of the following does Ivan need to know to calculate shareholder equity?

Select TWO.

- A. net income
- B. **total liabilities**
- C. net profit
- D. **total assets**

Answer: B,D

Explanation:

Shareholder Equity = Total Assets - Total Liabilities

NEW QUESTION # 60

As a procurement officer for a large organisation, a supplier approaches you on social media offering to take you out for dinner to discuss a recent open opportunity and mentions a financial reward if you help them win the business. You accept the invite. Was this the right thing to do?

- A. No, it is not appropriate to discuss open opportunities with one provider and not another
- B. No, but you will go for the dinner and see what they offer, because it is up to you to decide if you should accept
- C. Yes, you are free to do what you like outside of business hours
- D. Yes, you are keen to see what is on offer as you are only on minimum wage currently and need extra money

Answer: A

Explanation:

Accepting an invitation under such circumstances would violate ethical standards, as it could create a conflict of interest. Ethical sourcing and procurement practices require impartiality, and any perceived favoritism or bias can harm the organisation's integrity.

NEW QUESTION # 61

The International Chamber of Commerce (ICC) publish a list of commercial rules known as Incoterms. What is the purpose of these rules?

- A. to ensure buyers and suppliers pay the correct level of tax on imported and exported goods
- B. to state which products can be exported from which countries
- C. to provide internationally recognized product descriptions
- D. to describe the point at which an item is considered delivered

Answer: D

Explanation:

Incoterms describe the point at which an item is considered 'delivered' and explains who has the risk of what during the transport of the goods.

NEW QUESTION # 62

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