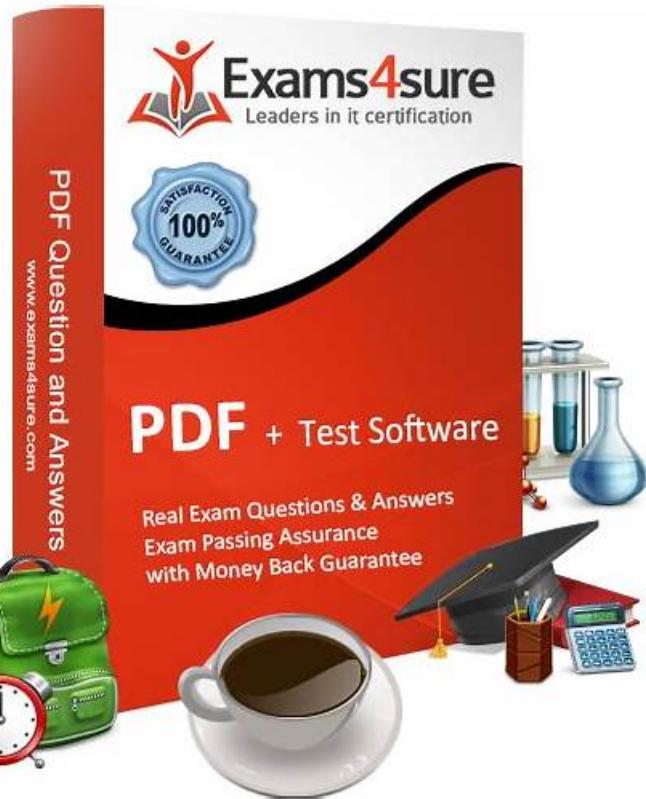


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CIPS L4M4 Exam Syllabus Topics:

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 quotations tenders, 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.

CIPS Ethical and Responsible Sourcing Sample Questions (Q274-Q279):

NEW QUESTION # 274

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

Answer: A,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 # 275

A public sector buyer ran a tender with eight bidders, all meeting minimum standards. How is the award decision made?

- A. Framework agreement terms
- B. The bidder's price
- C. Supplier location
- D. Weighted criteria

Answer: D

Explanation:

Public sector procurement is bound by transparency, fairness, and value-for-money principles. Once minimum thresholds are met, evaluation must be based on pre-published weighted criteria (often combining price, quality, sustainability, and social value). Sole reliance on price or location would breach fairness and equal treatment obligations. Weighted scoring ensures that decisions are objective, defendable, and aligned with responsible sourcing principles. This also allows ethical and sustainability considerations to be formally scored alongside commercial ones, reinforcing good governance.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - evaluation in public sector, weighted award criteria.

NEW QUESTION # 276

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

Answer: A

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 # 277

The balance sheet (statement of financial position) is one of the financial statements used in assessing a supplier's financial stability.

The balance sheet contains information on such items as ...

- A. Liquidity ratios, return on capital employed and gearing
- B. Cash receipts from customers
- C. Operating expenses and net profit
- D. **Short-term liabilities (e.g., unpaid taxes and bank overdraft)**

Answer: D

Explanation:

A balance sheet sets out assets, liabilities and equity at a point in time. Current (short-term) liabilities such as overdrafts and tax creditors are part of it. Cash receipts (A) sit in cash-flow statements; expenses and profit (B) are in the income statement; ratios (C) are derived metrics, not items on the statement.

Reference: CIPS L4M4 Study Guide (v2): LO "Application" - supplier financial appraisal; interpreting the statement of financial position.

NEW QUESTION # 278

A buyer is assessing a supplier's proposal in terms of any added value offered. Which of the following are examples of added value?

- * The supplier has submitted the lowest price compared to competitors
- * The supplier is offering solutions to reduce costs in the supply chain
- * The supplier is committed to reducing plastic and waste in operations
- * The supplier is personally known by the Operations Director

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

Answer: C

Explanation:

Added value refers to benefits beyond basic price and compliance. Examples include suppliers proposing innovations or cost-reduction strategies in the supply chain (2) and sustainability commitments like reducing plastics and waste (3). Lowest price is part of baseline evaluation, not added value. Personal connections (4) are not a valid or ethical procurement criterion and could breach fairness. Responsible sourcing emphasises identifying suppliers who contribute to continuous improvement, sustainability, and efficiency beyond contractual minimums.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - evaluating added value in supplier proposals.

NEW QUESTION # 279

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