

L4M4対応資料 & L4M4日本語復習赤本

L4M4 Summarised Note

1. Understand options for sourcing requirements from suppliers

1.1. Identify the sourcing process in relation to procurement

a. Definition of sourcing and outsourcing

- Definition of sourcing.
- Location, acquisition, managements of all vital inputs for organization's operation
- Sourcing process

- Novak and Simco's 11 stages

1. Identify needs
2. Define user requirements
3. Decide whether to make or buy
4. Identify purchase type (new buy, modified buy, straight re-buy)
5. Market analysis
6. Identify potential suppliers
7. Create short list of suppliers
8. Evaluate short listed suppliers
9. Supplier selection
10. Delivery of product/service
11. Evaluate supplier performance

- CIPS Procurement cycle

BONUS!!! Topexam L4M4ダンプの一部を無料でダウンロード: https://drive.google.com/open?id=1WA7jC8ExopQGrE_0mzBKl-1sZYxuhGF-

インターネットで高品質かつ最新のCIPSのL4M4の試験の資料を提供しているというサイトがたくさんあります。が、サイトに相関する依頼できる保証が何一つありません。ここで私が言いたいのはTopexamのコアバリューです。すべてのCIPSのL4M4試験は非常に重要ですが、こんな情報技術が急速に発展している時代に、Topexamはただその中の一つです。では、なぜ受験生たちはほとんどTopexamを選んだのですか。それはTopexamが提供した試験問題資料は絶対あなたが試験に合格することを保証しますから。なんでそうやって言ったのはTopexamが提供した試験問題資料は最新な資料ですから。それも受験生たちが実践を通して証明したことです。

CIPS事実が語るよりも説得力があることは明らかです。したがって、当社がコンパイルしたL4M4テストトレントを味わうために、このWebサイトで無料デモを用意しました。弊社TopexamがまとめたL4M4試験トレントは、試験に備えるための最高のL4M4試験トレントであると私たちが確信している理由を理解するでしょう。無料のデモはいつでも好きなときにダウンロードできます。いつでも試してみてください。L4M4のEthical and Responsible Sourcing試験の資料は決してあなたを失望させません。

>> L4M4対応資料 <<

CIPS L4M4日本語復習赤本、L4M4復習解答例

多くの人はL4M4試験は難しいと思っています。しかし、L4M4試験参考書を持たれば、自分の努力に加えて、きっとL4M4試験に合格できます。L4M4試験参考書について、もっと詳しいことを知りたい場合、CIPS会社のウェブサイトを訪ねて頂きます。

CIPS L4M4 認定試験の出題範囲:

トピック	出題範囲
トピック 1	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.
トピック 2	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.
トピック 3	- This section examines analyzing market data, obtaining quotations - tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
トピック 4	Understand the key processes that can be applied to the analysis of potential external suppliers:

CIPS Ethical and Responsible Sourcing 認定 L4M4 試験問題 (Q228-Q233):

質問 # 228

Which of the following are secondary research sources that can be used when investigating markets and suppliers? Select THREE that apply.

- A. Focus groups
- B. Direct conversations
- C. Supplier websites
- D. Supplier interviews
- E. Economic indices
- F. Professional magazines

正解: C、E、F

解説:

Professional magazines, economic indices, and supplier websites provide secondary data that can be useful in understanding market trends and supplier performance. Responsible sourcing often relies on a mix of primary and secondary data sources to make informed decisions about supplier selection.

質問 # 229

The gross profit of a company can be calculated by using a simple formula. What is this?

- A. total revenue - cost of sales
- B. cost of sales - fixed assets
- C. debt owed - total sales
- D. assets - liabilities

正解: A

解説:

gross profit = total revenue - cost of sales.

Learn all you can about financial ratios and financial statements for the exam- it's a very common topic

質問 # 230

Which of the following Incoterms has the lowest risk for the supplier?

- A. delivered at terminal
- B. ex works
- C. free on board
- D. delivered duty paid

正解: B

解説:

Ex-Works has the lowest risk to the supplier- in Exworks the buyer collects the items directly from the supplier - so they have all the issues and risks of transporting it back home.

There are many question on Incoterms CIPS can ask. But as there's such a huge bank of questions it's really hit or miss if you'll get one of those question. Two students sitting the exam at the same time in the same study centre can get different question sets. One person can get 3 Incoterm questions and the other gets 0.

I would learn the major ones- the ones at the ends of the table in particular because these are the ones question are likely to be about. Ex works / Free carrier and Delivered at Place Unloaded/ De-livered Duty Paid in particular.

I like this graph as I'm a visual person. I think it makes it easier to understand than the study guide:

Shipping Incoterms: the Complete Guide - Guided Imports

質問 # 231

A buyer for a large manufacturing organisation is assessing a sole-supplier tender opportunity. The buyer is finding it challenging to differentiate the proposals on unit purchase price. Are there any added values that the procurement manager can use to leverage the sole-supplier proposal?

- A. Yes. The buyer can negotiate on aspects such as after-sales service
- B. No, because a buyer has no leverage over a sole supplier
- C. Yes, but only if the buyer decides to re-start the tender opportunity
- D. No. The buyer must make the decision based on the existing information

正解: A

解説:

Where price leverage is limited, buyers should seek value-adds: extended warranties, service levels, training, spares, delivery schedules, sustainability commitments, or risk-sharing. This aligns with total value and ethical outcomes beyond headline price.

Reference: CIPS L4M4 Study Guide (v2): LO "Application" - value analysis/negotiation with limited competition; non-price value levers and responsible outcomes.

質問 # 232

A buyer for a large manufacturing organisation is assessing a sole supplier tender opportunity. The buyer is finding it challenging to differentiate the proposals on unit purchase price. Are there any added values that the procurement manager can use to leverage the sole supplier proposal?

- A. No, because a buyer has no leverage over a sole supplier
- B. Yes, the buyer can negotiate on aspects such as after-sales service
- C. No, the buyer must make the decision based on the existing information
- D. Yes, but only if the buyer decides to re-start the tender opportunity

正解: B

解説:

In cases where price differentiation is minimal, negotiating on added-value services like after-sales support can offer additional benefits. This aligns with responsible sourcing by focusing on long-term value and fostering a cooperative relationship with the supplier.

質問 # 233

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CIPSのL4M4試験に参加するのは大ブレイクになる一方が、L4M4試験情報は雑多などの問題が注目している。たくさんの品質高く問題集を取り除き、我々TopexamのL4M4問題集を選らんでくださいませんか。我々のL4M4問題集はあなたに質高いかつ完備の情報を提供し、成功へ近道のショットカットになります。

L4M4日本語復習赤本: https://www.topexam.jp/L4M4_shiken.html

- ハイパスレートのL4M4対応資料 - 合格スムーズL4M4日本語復習赤本 | 100%合格率のL4M4復習解答例 □

- [illegible]

ちなみに、TopexamL4M4の一部をクラウドストレージからダウンロードできます: https://drive.google.com/open?id=1WA7jC8ExopOGRe_0mzBKh-1sZYxuhGF-