

Top Sample L4M4 Questions Pdf | High Pass-Rate L4M4 Exam Collection Pdf: Ethical and Responsible Sourcing



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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 quotationstenders, 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 (Q33-Q38):

NEW QUESTION # 33

Robert is appraising suppliers and is keen to evaluate suppliers' contribution to the community and the environment. Which of the

following should Robert look at?

- A. ISO9001
- B. Anti-Slavery Policy
- C. ESG Policy
- D. ISO27000

Answer: C

Explanation:

Robert should look at the supplier's ESG policy. This stands for Environmental Social Governance. So covers both his requirements for community (social) and environmental factors.

ISO 9001 is about Quality Management and ISO27000 about Information Security so these are in-correct answers. An Anti-Slavery Policy would not discuss the environment.

NEW QUESTION # 34

Which of the following payment mechanisms is most beneficial to the buyer?

- A. open/ credit account
- B. term/ time draft
- C. sight draft
- D. cash in advance

Answer: A

Explanation:

Open account (aka credit account) is most beneficial to the buyer. The supplier delivers the goods then the buyer pays.

Cash in advance is most beneficial to the supplier. The buyer pays for the item before receiving it.

This is a known exam topic.

NEW QUESTION # 35

A buyer is procuring metals. The following trends are observed:

* January and April: supplier's local currency is strong

* November: demand is lowest

* May: demand is highest

Which month should the buyer place the order?

- A. April
- B. January
- C. May
- D. November

Answer: D

Explanation:

Demand and currency fluctuations affect commodity pricing. November shows lowest demand, which usually reduces price pressure. Conversely, May (high demand) and months with strong supplier currencies (January, April) would increase costs. By ordering in November, the buyer leverages demand cycles to obtain lower prices. Responsible sourcing requires buyers to monitor market intelligence and seasonal trends to time purchases effectively, mitigating risks of price volatility while ensuring supply continuity. This reflects CIPS' s emphasis on category management and proactive procurement planning.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - demand cycles, timing of orders, commodity sourcing.

NEW QUESTION # 36

If a commodity index shows that the price of a commodity is continually rising, what does this indicate about the market?

- A. demand is exceeding supply
- B. the marketplace is a monopoly
- C. there is a threat of substitution

- D. that there is little demand in the marketplace

Answer: A

Explanation:

The correct answer is 'demand is exceeding supply'- If everyone wants to buy something, the suppliers will likely increase the price. If there was little demand or there were threats of substitutions, this would likely result in a price decrease.

NEW QUESTION # 37

Supplier selection focuses on which of the following?

- * Supplier suitability and capability of meeting requirements
- * Which pre-qualified supplier represents the best outcome
- * Financial stability and quality culture of the supplier
- * Most time-efficient tender from a supplier

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

Answer: D

Explanation:

Supplier selection is about ensuring that suppliers are capable and suitable to meet the buyer's requirements, including quality, reliability, and alignment with ethical standards. It also focuses on identifying, from a pool of pre-qualified suppliers, which supplier offers the best overall outcome. Financial stability and culture are considered earlier in pre-qualification, not during final selection. Similarly, "time-efficiency" in tender response is not a primary factor in supplier selection. Responsible sourcing emphasises due diligence, capability, and alignment with sustainability and ethical practices as part of selection decisions.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - supplier pre-qualification vs. selection criteria.

NEW QUESTION # 38

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