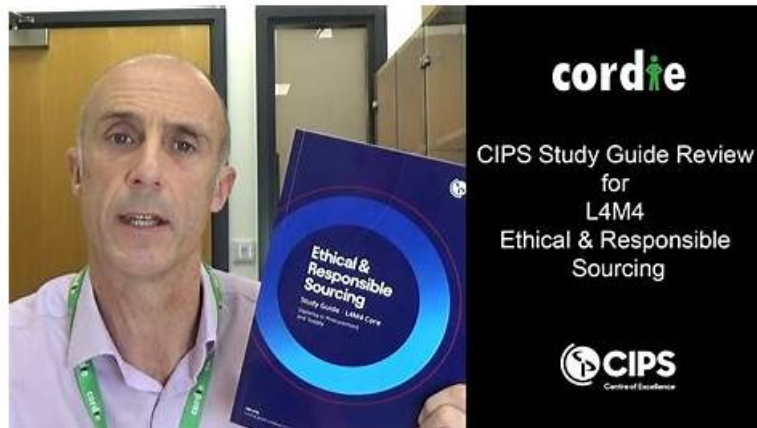# L4M4 Study Materials & L4M4 Exam collection & L4M4 Actual Lab Questions

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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• Understand the key processes that can be applied to the analysis of potential external suppliers:
Topic 3	• 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	• 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 (Q186-Q191):

NEW QUESTION # 186
What is a risk of pre-warning a supplier that you will conduct an audit of their facilities?

- A. they will not be able to make that time and date

- B. they may coach staff in what to say
- C. they will not perform regular duties that day
- D. they will not achieve KPIs

Answer: B

Explanation:
A risk of pre-planning an audit is the supplier has time to prepare for it. It's a good thing in that they can get their paperwork in order but the downside is they can overprepare so you don't get a realis-tic representation of what they're doing. One way they can do this is coaching staff in what to say to the auditors.

NEW QUESTION # 187
Which of the following should be assessed in supplier proposals to check compliance with environmental, social, and governance (ESG) standards? Select THREE that apply.

- A. The company's criteria for make or buy decisions
- B. The company's employee working conditions
- C. The company's policy on carbon emissions
- D. Procedures on intra-company trading
- E. The financial stability of the company
- F. The company's code of ethics

Answer: B,C,F

Explanation:
Employee working conditions, a code of ethics, and a carbon emissions policy are all indicative of a supplier's commitment to ESG standards. Assessing these factors aligns with responsible sourcing practices, which prioritize sustainability and ethical considerations.

NEW QUESTION # 188
You have been asked to purchase 500 pens of a specific brand. You decided to use a weighted points system for assessment of proposals. Is this approach appropriate?

- A. Yes, a weighted points system is always the best way to evaluate bids
- B. No, it is not necessary as in this case, you are mainly concerned with price
- C. Yes, you should follow the same procurement process irrespective of the circumstances
- D. No, you should only use a weighted points system for high-spend procurement

Answer: B

Explanation:
Weighted points systems are appropriate for complex or high-value purchases where multiple factors (e.g., quality, sustainability, delivery) must be balanced. For simple, low-value purchases like pens, price is typically the only differentiating factor. Using a weighted points system would overcomplicate the process, wasting resources. Responsible sourcing requires proportionality - applying robust evaluation methods where justified, while keeping processes simple and efficient for routine purchases. This ensures efficiency without compromising governance, freeing procurement resources for strategic projects.
Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - proportionality in procurement methods.

NEW QUESTION # 189
Which models would be appropriate for analysis of the supply market?
* Porter's Five Forces
* Porter's Value Chain
* STEEPLED
* Ishikawa Fishbone

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

Answer: A

Explanation:
Porter's Five Forces and the STEEPLED model are valuable tools for analyzing supply markets. These models help identify external pressures and market dynamics, supporting responsible sourcing by enabling buyers to understand and respond to market influences effectively.

NEW QUESTION # 190
When evaluating a supplier's proposal in relation to ESC (Environmental, Social, Governance, and ethical elements), it is common to send questionnaires to suppliers requesting information, which can later be scored.
Which of the following questions would be assessing any of the ESC criteria?
* Could you provide details on your manufacturing and raw material costs as part of an open-book pricing contract?
* How do you promote equal opportunity for your employees, customers, and suppliers?
* What is the annual turnover and profitability of your company?
* Does your company have an anti-bribery policy?

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

Answer: D

Explanation:
Questions about equal opportunity and anti-bribery policies assess the supplier's commitment to social and ethical standards. These aspects are part of the ESC criteria, which align with responsible sourcing practices by ensuring suppliers maintain ethical workforce practices and governance.

NEW QUESTION # 191
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