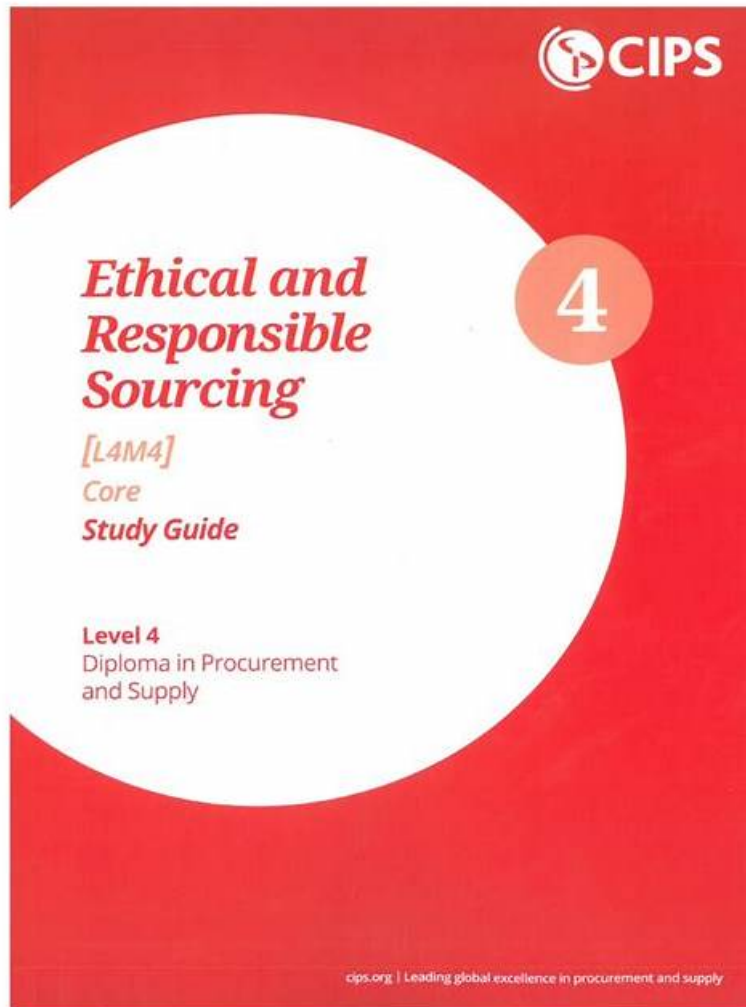


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CIPS Ethical and Responsible Sourcing Sample Questions (Q56-Q61):

NEW QUESTION # 56

A 'carnet' provides evidence of the origin of goods shipped in an international trade transaction. Is this statement correct?

- A. No, it is a document that allows the temporary free movement of goods
- B. It is a widely used import document that confirms the origin of goods
- C. No, it is a type of insurance cover to protect against loss of goods in transit
- D. Yes, it is only used when exporting goods from Europe and confirms the country of origin

Answer: A

Explanation:

A carnet (specifically an ATA Carnet) is a customs document that allows for the temporary duty-free and tax-free movement of goods across international borders. It is commonly used for exhibitions, fairs, and professional equipment but is not proof of origin. Proof of origin is instead provided by a certificate of origin or other trade documents. It is also not an insurance policy. Responsible sourcing requires buyers to distinguish between documents used for temporary movement (carnet), origin evidence (certificate of origin), and risk transfer (insurance). Correct understanding avoids compliance failures, delays, or unexpected costs in international trade.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - international sourcing documentation.

NEW QUESTION # 57

Other than price, what should a buyer consider when evaluating supplier quotations?

- * Lead times
- * Add-on costs
- * Wastage rates
- * Past performance

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

Answer: B

Explanation:

When evaluating quotations, responsible buyers must look beyond headline price. Lead times (1) affect operational continuity. Add-on costs (2) (e.g., packaging, delivery, handling) can significantly change total cost. Past performance (4) demonstrates reliability and quality, crucial for ethical and sustainable sourcing.

Wastage rates (3) may be relevant but are typically assessed in performance monitoring, not initial quotation evaluation. This holistic view aligns with the total cost of ownership (TCO) approach promoted by CIPS, ensuring procurement decisions account for both direct and indirect impacts.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - quotation evaluation and TCO analysis.

NEW QUESTION # 58

Incoterms are divided into four main groups to follow movement of goods covering exporter's premises, export/import points, and cost/risk. Which letters represent the groups?

- A. E, F, B, C
- B. E, F, C, D
- C. B, C, F, C
- D. A, B, C, D

Answer: B

Explanation:

Incoterms are grouped into four categories:

* E: Departure (EXW)

* F: Main carriage unpaid (FCA, FAS, FOB)

* C: Main carriage paid (CFR, CIF, CPT, CIP)

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - Incoterms groupings and risk allocation.

NEW QUESTION # 59

Why is it important to consider factors such as environmental, social, governance, and ethics (ESG) when analysing tenders?

- * To ensure adherence to sustainability initiatives
 - * To improve process workflow
 - * To perform supplier spend and monitoring
 - * To identify potential risks within the supply chain
-
- A. 3 and 4 only
 - B. 1 and 2 only
 - C. 2 and 3 only
 - **D. 1 and 4 only**

Answer: D

Explanation:

Including ESG criteria in tender analysis helps ensure suppliers align with the buyer's sustainability initiatives (1) and helps identify risks within the supply chain (4), such as unethical labour practices or environmental harm. Improving workflow (2) and spend monitoring (3) are operational concerns but not ESG drivers.

Responsible sourcing requires procurement professionals to integrate ESG into decision-making, ensuring not only cost-efficiency but also ethical compliance, resilience, and long-term value. This reflects the growing importance of corporate social responsibility (CSR) and stakeholder expectations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - ESG in sourcing decisions.

NEW QUESTION # 60

Mark is an audio visual category buyer in the public sector and is looking to purchase a large quantity of interactive screens for medical lecture rooms across a university campus. Mark expects this to cost in excess of £950,000 and suggests to his user group that a competitive tendering process should take place. Was this the right approach?

- A. No, competitive tendering should only be used when the value justifies the resources required
- **B. Yes, because the anticipated value requires a competitive tendering process to take place**
- C. Yes, as all public sector procurement should go through a competitive tendering process
- D. No, because the competitive tendering process will be time-consuming for the university

Answer: B

Explanation:

In the public sector, procurement activities exceeding certain financial thresholds are required to undergo competitive tendering processes. The anticipated expenditure of £950,000 surpasses the threshold that mandates a formal tendering procedure to ensure compliance with public procurement regulations, promote competition, and achieve value for money.

Exact Extract from Study Guide:

"Public sector procurement activities that exceed specified financial thresholds must follow formal competitive tendering procedures to ensure transparency and compliance with regulations."

NEW QUESTION # 61

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