

# Test CIPS L4M4 Voucher, Reliable L4M4 Exam Answers



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Achieving the CIPS L4M4 certificate is an excellent way of paying your way in the tech field. However, to become CIPS L4M4 certified, you will have to crack the CIPS L4M4 exam. This is a challenging task since preparation for the CIPS L4M4 Exam demands an inside-out understanding of L4M4 domains and many CIPS L4M4 test applicants do not have enough time due to their busy routines.

## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>This section examines analyzing market data, obtaining quotations</li><li>tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>Understand the key processes that can be applied to the analysis of potential external suppliers:</li></ul>

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## CIPS Ethical and Responsible Sourcing Sample Questions (Q43-Q48):

### NEW QUESTION # 43

A buyer has been tasked with placing an order for steel from another country and using Incoterms for delivery. The buyer's organisation has an in-house transportation and export clearance department. During negotiations, the buyer achieved a 25% cost reduction by accepting responsibility for loading, transportation, and export clearance. Which Incoterm has been agreed?

- A. FCA - Free Carrier
- **B. EXW - Ex Works**
- C. FOB - Free on Board
- D. CIP - Carriage and Insurance Paid

**Answer: B**

Explanation:

The EXW (Ex Works) term means the seller's responsibility ends once goods are made available at their premises. The buyer must take on costs and risks from that point, including loading, transport, and export clearance. Because the seller is not responsible for logistics, the quoted price is lower. In contrast, FCA includes delivery to a carrier, FOB covers loading onto a vessel, and CIP includes carriage and insurance arranged by the seller. By accepting these responsibilities, the buyer leveraged cost savings, demonstrating knowledge of Incoterms and alignment with efficient sourcing practices.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - Incoterms responsibilities and cost-sharing.

### NEW QUESTION # 44

Which of the following financial documents would show whether a supplier has sufficient funds to pay their subcontractors in the short term?

- A. profit and loss account
- B. balance sheet
- **C. cash flow statement**
- D. ESG policy

**Answer: C**

Explanation:

A cash flow statement shows the money coming in and out. This would therefore show whether a supplier has enough money coming in, to be able to pay some of it out to a subcontractor.

P&L and Balance Sheets look more broadly at finances, rather than saying what's physically in the bank at a specific given time.

Do learn the difference between these three financial documents for the exam.

Balance Sheet: Explanation, Components, and Examples (investopedia.com)

Profit and Loss Statement Meaning, Importance, Types, and Examples (investopedia.com)

Cash Flow Statement: How to Read and Understand It (investopedia.com)

### NEW QUESTION # 45

Brooklyn Ltd is a manufacturer of windows and has a single sourcing relationship with their supplier of glass.

What relationship style would be best suited?

- A. non-critical
- **B. collaborative**
- C. transactional
- D. adversarial

**Answer: B**

Explanation:

When single sourcing, you should aim to have a collaborative relationship with the supplier. They're the only ones who provide you with glass, which is a vital part of windows. So you need to make sure you have a good relationship with them and work with them

to overcome any issues such as supply chain disruptions. If not- you've got no windows to sell!

#### NEW QUESTION # 46

Which of the following is not a indices that measures economic data?

- A. PPI
- B. CPI
- C. GDP
- D. ISO

#### Answer: D

Explanation:

ISO isn't an indices- it stands for 'International Labour Association'.

The others are all indices that measure economic data; consumer price index, producer price index and gross domestic product.

#### NEW QUESTION # 47

In a negotiation, a supplier does not want to upset or offend the buyer, so concedes their own requirement in order to ensure harmony. Which negotiation tactic is the supplier using?

- A. compromising
- B. collaborative
- C. **accommodating**
- D. competitive

#### Answer: C

Explanation:

This is accommodating: the supplier puts the buyer's interest above his own.

This is from the Thomas Killman model of conflict resolution. There are 5 strategies; competitive, collaborative, avoiding, accommodating and compromising. In the study guide it doesn't mention the name of the model but you do need to know the 5 strategies. The model comes up a lot in other modules so is a good one to learn. Particularly L5M1 which is about management theory.

#### NEW QUESTION # 48

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