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## CIPS Ethical and Responsible Sourcing Sample Questions (Q42-Q47):

### NEW QUESTION # 42

Which of the following might encourage an organisation to outsource their IT function?

- A. When there is a limited manufacturing capacity
- B. If there is limited finance investment and resource
- C. If the outsourcing solution increases the costs
- D. When there is an internal conflict within the company

**Answer: B**

Explanation:

Organisations may choose to outsource IT when they have limited financial investment capability and internal resources. Outsourcing allows access to specialist expertise, up-to-date technology, and scalable services without the need for large capital expenditure. Limited manufacturing capacity is irrelevant to IT, increased costs would discourage outsourcing, and internal conflict is not a valid sourcing rationale. Ethical and responsible sourcing requires outsourcing decisions to be based on clear business needs, value creation, and risk management, ensuring continuity of service and effective use of organisational resources.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - outsourcing decisions; make-or- buy considerations.

#### **NEW QUESTION # 43**

Scott is a procurement manager who is evaluating a bid from a supplier to provide a new IT system to his office that will be used by 100 employees. He is considering the total life-cycle costs. Which of the following should Scott consider? Select THREE

- A. Functional Fit
- B. Maintenance
- C. Training
- D. Added value
- E. Acquisition Costs

**Answer: C,D,E**

Explanation:

total life-cycle costs include; acquisition costs, maintenance and training.

Added value and functional fit are quality criteria that should also be evaluated when selecting a supplier, but do not fall under total life-cycle costs.

Note: total life cycle costs and whole life asset management are the same thing. You may see both terms used in the exam. I think CIPS is moving more towards Whole Life Asset Management now as the preferred vocabulary but they're the same thing.

#### **NEW QUESTION # 44**

What type of relationship should a buyer seek when making strategic sourcing for their business?

- A. partnership
- B. transactional
- C. arms-length
- D. collaborative

**Answer: D**

Explanation:

The buyer should seek a 'collaborative' relationship. Transactional and arms-length relationships are more suited to tactical sourcing. Partnerships are reserved for joint-ventures.

#### **NEW QUESTION # 45**

Commodities are items which can be traded on the stock exchange. These are generally divided into four categories. What are these four categories?

- A. energy, agriculture, metals, livestock
- B. metals, energy, elements and agriculture
- C. chemicals, agriculture, metals and livestock
- D. fruit, vegetables, meat and dairy

**Answer: A**

Explanation:

energy, agriculture, metals, livestock are the four trading categories on the stock exchange. Some-times there's a 5th category added which is 'environmental credits'. This is a fairly new thing and you don't need to know anything about this for this exam.

Question no commodities will mainly centre around characteristics of commodities and factors that affect pricing.

Commodities are discussed much more in detail in L5M4. At level 4 you just need a basic overview.

#### NEW QUESTION # 46

A company has a requirement for an item that has been identified as strategic on the positioning model. The company needs to invite competitive tenders and ensure the selected supplier of this item is in a good financial position. What should the company ask the suppliers to send to show that their current assets cover their current liabilities?

- A. Gearing ratio
- B. Annual turnover
- C. Acid test
- D. Profit and loss account

**Answer: C**

Explanation:

The acid test (quick ratio) is an effective measure of a supplier's ability to meet short-term liabilities, providing insights into financial stability. This aligns with responsible sourcing by ensuring the supplier is financially capable of fulfilling a strategic contract.

#### NEW QUESTION # 47

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