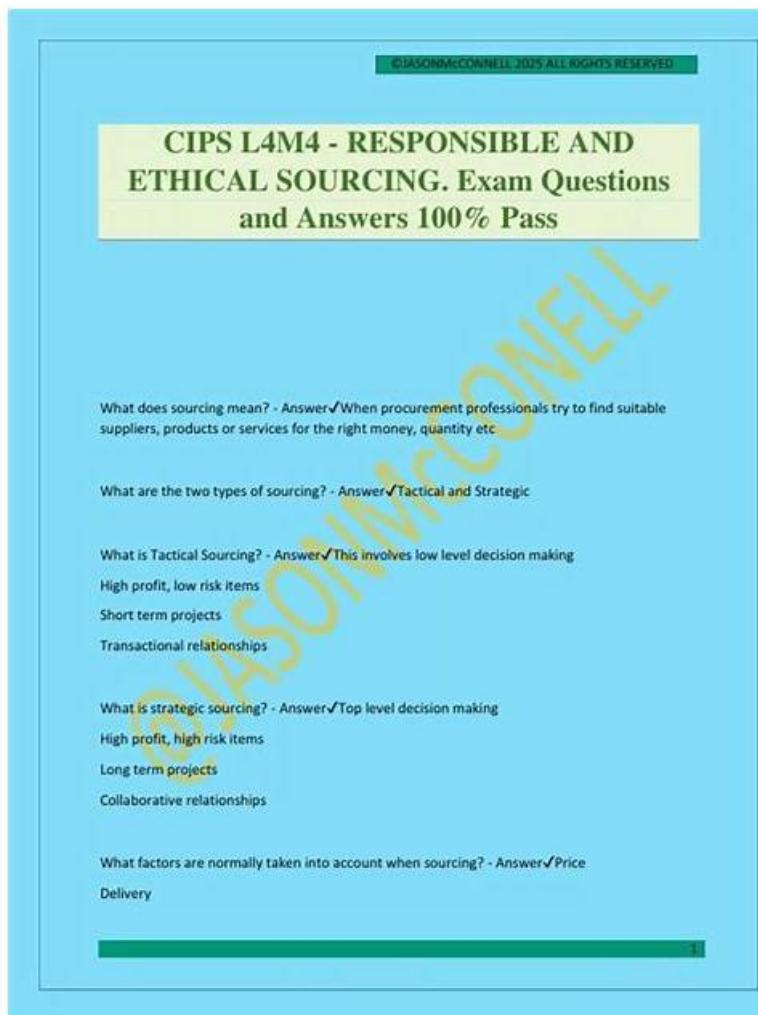


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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Understand the key processes that can be applied to the analysis of potential external suppliers:</li></ul>
Topic 2	<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 3	<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 4	<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>

## CIPS Ethical and Responsible Sourcing Sample Questions (Q76-Q81):

### NEW QUESTION # 76

Ramesh is an IT category manager within the UK's National Health Service and is responsible for the procurement of a new high-value network system, which will spread across multiple doctors' practices and community health centres. Ramesh has reviewed different tender approaches and concluded that the use of a restricted tender is the most appropriate. Which of the following statements is true for a restricted tender process?

- A. Suppliers responding to the tender are pre-qualified**
- B. Direct negotiations occur prior to suppliers submitting their offer
- C. It is only relevant when there are few suppliers in the market
- D. The contract will be awarded strictly on pricing criteria

### Answer: A

Explanation:

In a restricted tender process, only pre-qualified suppliers are invited to bid, ensuring that participating suppliers have met necessary qualifications. This approach helps in managing high-value contracts by focusing on capable suppliers. Ethical and responsible sourcing in the public sector demands supplier pre-qualification to ensure compliance, transparency, and quality.

### NEW QUESTION # 77

In which circumstances would a procurement manager effectively use competitive tendering for the award of contracts?

- A. When the value of the procurement is high and special tooling is a major factor
- B. When the suppliers have technical expertise, and the value of the procurement is relatively high**
- C. When the specification is likely to be continuously reviewed as the contract progresses
- D. When the requirement is needed urgently and price is not the most important factor

### Answer: B

Explanation:

Competitive tendering is ideal for high-value contracts where technical expertise is essential. This method supports responsible sourcing by ensuring quality and aligning the supplier's capabilities with the buyer's needs, as required in more complex procurement scenarios.

### NEW QUESTION # 78

An organisation within the European Union (EU) wants to import an item from outside of the EU. Which of the following is a valid shipping document?

- A. Goods inward document
- **B. Bill of lading document**
- C. Purchase order document
- D. Single transit document

**Answer: B**

Explanation:

A Bill of Lading is a critical shipping document in international trade, serving as a receipt for shipped goods and a contract between the shipper and carrier. It is essential for customs clearance and is recognized as a valid document for importing goods into the EU. Exact Extract from Study Guide:

"The Bill of Lading (B/L) is a document issued by the shipping company to the operating shipper, which acknowledges that the goods have been received on board."

#### NEW QUESTION # 79

A buyer for a large manufacturing organisation is assessing a sole supplier tender opportunity. The buyer is finding it challenging to differentiate the proposals on unit purchase price. Are there any added values that the procurement manager can use to leverage the sole supplier proposal?

- A. No, because a buyer has no leverage over a sole supplier
- B. No, the buyer must make the decision based on the existing information
- **C. Yes, the buyer can negotiate on aspects such as after-sales service**
- D. Yes, but only if the buyer decides to re-start the tender opportunity

**Answer: C**

Explanation:

In cases where price differentiation is minimal, negotiating on added-value services like after-sales support can offer additional benefits. This aligns with responsible sourcing by focusing on long-term value and fostering a cooperative relationship with the supplier.

#### NEW QUESTION # 80

Sourcing products internationally involves extra considerations when looking at the price of the item. Which of the following are additional price considerations for international sourcing? Select TWO

- A. total life cycle costs
- **B. tariffs**
- **C. exchange rate**
- D. tax
- E. batch quantities

**Answer: B,C**

Explanation:

Exchange rates and tariffs are associated with international sourcing.  
The other options are concerns for both local sourcing and international sourcing.

#### NEW QUESTION # 81

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