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CIPS L4M4 Exam Syllabus Topics:

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

CIPS Ethical and Responsible Sourcing Sample Questions (Q247-Q252):

NEW QUESTION # 247

Ramesh is a procurement manager who is looking at his supplier base. He is pursuing a sourcing strategy with the aim of enabling logistical cost reductions. He has made the decision to scale-down his supplier base and purchase from one supplier.

Which type of sourcing arrangement has Ramesh began?

- A. dual
- B. single
- C. multiple
- D. sole

Answer: B

NEW QUESTION # 248

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. Yes. The buyer can negotiate on aspects such as after-sales service
- C. No. The buyer must make the decision based on the existing information
- D. Yes, but only if the buyer decides to re-start the tender opportunity

Answer: B

Explanation:

Where price leverage is limited, buyers should seek value-adds: extended warranties, service levels, training, spares, delivery schedules, sustainability commitments, or risk-sharing. This aligns with total value and ethical outcomes beyond headline price. Reference: CIPS L4M4 Study Guide (v2): LO "Application" - value analysis/negotiation with limited competition; non-price value levers and responsible outcomes.

NEW QUESTION # 249

A buyer is only interested in working with suppliers who have strong Environmental and Social Governance practices. It is therefore using ethical criteria as supplier selection stage to determine which suppliers to work with. Which of the following statements is true?

- A. compliance with Codes of Conduct from professional bodies is mandatory
- B. ethical behaviour is impossible to determine as issues such as Modern Slavery often go undetected
- C. the buyer should ask suppliers to be accredited to ISO9001 a supplier who follows the CIPS Code of Conduct is more likely to meet the buyer's needs

Answer: C

Explanation:

A supplier who follows the CIPS Code of Conduct is more likely to meet the buyer's needs is the correct answer.

The other options are wrong:

1) Compliance with Codes of Conduct from professional bodies is optional. E.g. CIPS - no organisation is forced to comply with CIPS.

- 2) Unethical behaviour is not impossible to detect, it may be difficult but with correct due diligence and things like audits it's completely possible
- 3) ISO 14001 is quality management so is irrelevant.

NEW QUESTION # 250

Placing varied importance on different sections of a tender submission is known as what?

- A. Compliance
- B. Bias
- C. Scaling
- **D. Weighting**

Answer: D

Explanation:

Weighting is the process of assigning different levels of importance to evaluation criteria within a tender assessment, such as price, quality, sustainability, and delivery. This ensures that the final decision reflects organisational priorities and achieves best value rather than focusing on a single factor. Bias refers to unfair preference, compliance relates to meeting mandatory requirements, and scaling refers to scoring ranges rather than importance. Ethical and responsible sourcing promotes weighting as it supports transparent, objective, and defensible evaluation decisions aligned with value-for-money and sustainability objectives.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - evaluation methods; weighted scoring models.

NEW QUESTION # 251

Credit rating agencies can assist procurement professionals. Typically, which of the following can be obtained from a credit rating agency report? Select TWO that apply.

- **A. Financial stress score**
- B. Product pricing information
- C. Rebate information
- **D. Payment history**
- E. Tender submission pricing

Answer: A,D

Explanation:

Payment history and financial stress scores provide insights into a supplier's financial health and stability.

This information is crucial for procurement professionals in assessing whether a supplier can fulfill long-term commitments, supporting responsible sourcing by mitigating financial risks.

NEW QUESTION # 252

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