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## 100% Pass 2026 Valid L4M4: Latest Ethical and Responsible Sourcing Exam

# Tips

The TestInsides recognizes that CIPS L4M4 aspirants are constantly juggling multiple responsibilities, so questions are ideal for quick preparation. Applicants can access these questions anywhere and at any time, using any smart device, which allows them to learn at their own pace. The Ethical and Responsible Sourcing (L4M4) Questions are portable and you can also print them.

# CIPS L4M4 Exam Syllabus Topics:

| Topic | Details |
|---|---|
| Topic 1 | • This section examines analyzing market data, obtaining quotations<br>• tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers. |
| Topic 2 | • 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 | • Understand the key processes that can be applied to the analysis of potential external suppliers: |
| Topic 4 | • 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. |

# CIPS Ethical and Responsible Sourcing Sample Questions (Q254-Q259):

**NEW QUESTION # 254**
Foresttors Plc is negotiating a new contract for the procurement of timber, a crucial component of its production operations. The company has incorporated environmental, social, and governance (ESG) reporting requirements into the contractual terms. Is this a valid approach?

- A. No, suppliers cannot be legally responsible for ESG compliance; this should be the buying organization
- B. No, ESG is not within the scope of a contractual document and should always be treated informally
- C. Yes, providing the contract does not require a supplier to do anything differently for ESG than they have done previously
- D. Yes, this helps to demonstrate the importance of compliance to ESG

**Answer: D**

Explanation:
Incorporating ESG requirements into contractual terms is a valid and increasingly common approach. It ensures that suppliers are contractually obligated to adhere to specific environmental, social, and governance standards, aligning with the buyer's commitment to responsible sourcing. This practice not only promotes ethical behavior but also mitigates risks associated with non-compliance, such as reputational damage or legal penalties.
Exact Extract from Study Guide:
"This unit focuses on responsible procurement practices, ensuring that sourcing decisions align with legal, environmental, and social governance (ESG) principles."

**NEW QUESTION # 255**
Which of the following would you expect to find in an Invitation to Tender? Select THREE

- A. risk assessments
- B. deadline(Correct)
- C. qualifications required
- D. awarding body
- E. pricing schedule

**Answer: C,D**

Explanation:
An ITT would include details on the awarding body (usually a brief overview of the buyer), the deadline (bids must be received by a

certain date) and qualifications required (such as ISO requirements or competency certificates of staff members if it's a service contract). You wouldn't find pricing schedules in an ITT (this would be provided by the supplier in response to the ITT), nor would you find risk assessments (a supplier might be asked to provide one as part of the quality assessment of the tender though).
Invitation To Tender Simply Explained I Thornton & Lowe (thorntonandlowe.com)

## NEW QUESTION # 256

A company has a low gearing of 20%. This shows that the company relies on equity capital and should therefore have less difficulty coping during tough economic times. Is this statement TRUE?

- A. No- a low gearing suggests that the company is financed by long-term debt rather than equity
- B. No- a low gearing shows you that a company isn't likely to be profitable
- C. Yes- a low gearing ratio means the company's finances are made up of equity rather than debt
- D. Yes- a low gearing ratio shows that the business is solvent and can deal with supply chain disruptions easily

**Answer: C**

Explanation:
the correct answer is 'Yes- a low gearing ratio means the company's finances are made up of equity rather than debt'.
Remember low gearing = good (based on equity), high gearing = bad (based on debt). Anything over 50% is considered high.
The two no answers are therefore incorrect and you can discount these straight away. The other yes answer is one of those answers which COULD be true, but isn't always true, and we'd need more information to know for sure. When you get options like this there will be one that is always right and one which is sometimes right
- so always pick the always right one.
Dealing with supply chain disruptions is complex, and depending what the disruption is, how big it is, what the industry is etc determines whether a supplier can handle it or not. Because there's more factors to consider than just gearing, this isn't the right answer.

## NEW QUESTION # 257

Which of the following should form part of the initial evaluation process for non-domestic vendor proposals?

- A. Internal benchmarking
- B. Incoterm classifications
- C. Contract management
- D. Supplier development

**Answer: B**

Explanation:
When sourcing internationally, one of the first evaluation considerations is the use of Incoterms (B), which define the allocation of transport costs, risks, and responsibilities between buyer and supplier. They are essential for evaluating total cost and risk implications of international offers. Contract management and supplier development are post-award activities, while benchmarking is an internal tool. Responsible sourcing stresses the importance of clear Incoterm agreements to avoid disputes, ensure compliance, and fairly allocate responsibilities in global supply chains.
Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - Incoterms in international evaluation.

## NEW QUESTION # 258

Added value can be objectively defined. Is this sentence TRUE?

- A. no - added value may change from one company to another
- B. Yes- added value should be assessed along with price
- C. no- added value is always intangible
- D. Yes- added value is the same for all organisations

**Answer: A**

Explanation:
The correct answer is 'no - added value may change from one company to another'.
Added value is very subjective. What one person thinks is excellent added value, another may not rate highly.

For example one buyer may consider a supplier having good brand reputation as added value, but another might not care. The other no answer is incorrect because added value can be tangible or intangible. Tangible means you can touch and see it and intangible means you can't.

**NEW QUESTION # 259**

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