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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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:

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CIPS Ethical and Responsible Sourcing Sample Questions (Q36-Q41):

NEW QUESTION # 36

Which of the following characteristics are likely to be required within sourcing processes undertaken in the public sector?

- * An emphasis on long-term supplier relationships where possible
- * Maintaining service levels within value and cost parameters
- * All dealings between buyers and suppliers are kept confidential
- * A competitive tendering process is usually encouraged

- A. 1 and 2 only
- **B. 2 and 4 only**
- C. 2 and 3 only
- D. 1 and 3 only

Answer: B

Explanation:

Public sector sourcing prioritises maintaining service levels within budget constraints and often mandates competitive tendering to promote transparency and fairness. These principles align with ethical sourcing practices, ensuring responsible expenditure and fair competition among suppliers.

NEW QUESTION # 37

Luke has sent out a Request for Information to test the waters of the supply market for a new product he is sourcing. He has received a high number of detailed documents back from suppliers. Which of the following is Luke now likely to know about the marketplace? Select THREE

- A. exact costs of the item he's procuring
- B. samples of the product
- **C. expected changes in the marketplace**
- **D. amount of product competition**
- **E. acceptable lead times**

Answer: C,D,E

Explanation:

The correct answers are; lead times, product competition and changes in the marketplace.

You wouldn't expect to receive samples or costings from a Request for Information - rather, these should be expected as part of the Tender Competition

NEW QUESTION # 38

Henry is importing cheese from South East Asia into the UK. He is doing some research on the costs and risks of this and has discovered that the product may be considered of 'non-preferential origin'. What implications would this mean for Henry?

- A. the goods are banned in the UK
- B. there are no duty charges or limitations
- **C. the goods are subject to tariff quotas**
- D. he will require insurance

Answer: C

Explanation:

Items of 'Non-Preferential Origin' are subject to tariff quotas and other customs commercial regulations.

'Preferential Origin' goods have no duties or tariffs.

The good news is CIPS have significantly simplified section 3.2 of the syllabus. The new study-guide is much lighter on names of documents and protocols for importing and quotas etc. The focus of this Learning Outcome has shifted more to Incoterms so I would focus on that for revision, but do make sure you have a basic understanding of documents, law and jurisdiction.

NEW QUESTION # 39

A 'carnet' provides evidence of the origin of goods shipped in an international trade transaction. Is this statement correct?

- A. It is a widely used import document that confirms the origin of goods
- B. It is a type of insurance cover to protect against loss of goods in transit
- **C. It is a document that allows the temporary free movement of goods**
- D. It is only used when exporting goods from Europe and confirms the country of origin

Answer: C

Explanation:

A carnet (ATA Carnet) is an international customs document that allows for the temporary, duty-free and tax-free movement of goods across borders, usually for exhibitions, trade fairs, or professional equipment. It is not proof of origin (which is confirmed by a certificate of origin), nor is it an insurance document. It is also not restricted to European exports. By reducing customs paperwork and costs for temporary movements, carnets support trade efficiency but do not replace origin or insurance documents. Responsible sourcing requires procurement professionals to know which trade documents are appropriate for compliance and risk management. Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - international trade documentation.

NEW QUESTION # 40

A buyer evaluates a supplier's ethical and social practices during the pre-qualification stage of the supplier onboarding process. Which of the following variables would trigger further follow-up activities?

- A. When staff are unionised and appropriate time is provided for union activities
- B. On discovering that no employees can work without agreeing to the buyer organisation's code of conduct
- C. If the supplier's employees have a good understanding of their employment rights
- **D. On discovering that trade (labour) union memberships are not permitted by the supplier in its place of work**

Answer: D

Explanation:

Prohibiting trade union membership is a violation of workers' rights and international labor standards. Such a practice indicates potential non-compliance with ethical sourcing principles and necessitates further investigation. Ensuring that suppliers respect workers' rights to association is fundamental to ethical procurement.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 3.3.1:Application of the CIPS Code of Conduct

NEW QUESTION # 41

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