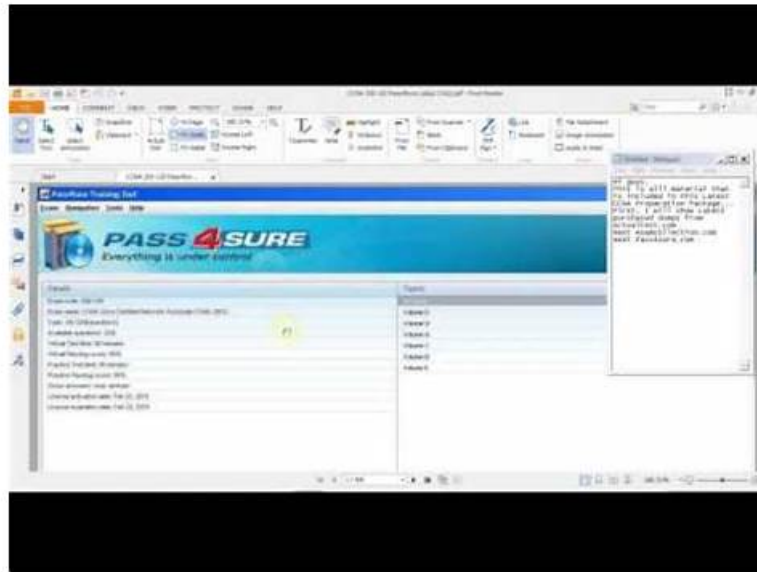


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CIPS Ethical and Responsible Sourcing Sample Questions (Q147-Q152):

NEW QUESTION # 147

Mark is an audio visual category buyer in the public sector and is looking to purchase a large quantity of interactive screens for medical lecture rooms across a university campus. Mark expects this to cost in excess of £950,000 and suggests to his user group that a competitive tendering process should take place. Was this the right approach?

- A. No, competitive tendering should only be used when the value justifies the resources required
- **B. Yes, because the anticipated value requires a competitive tendering process to take place**
- C. No, because the competitive tendering process will be time-consuming for the university
- D. Yes, as all public sector procurement should go through a competitive tendering process

Answer: B

Explanation:

In the public sector, procurement activities exceeding certain financial thresholds are required to undergo competitive tendering processes. The anticipated expenditure of £950,000 surpasses the threshold that mandates a formal tendering procedure to ensure compliance with public procurement regulations, promote competition, and achieve value for money.

Exact Extract from Study Guide:

"Public sector procurement activities that exceed specified financial thresholds must follow formal competitive tendering procedures to ensure transparency and compliance with regulations."

NEW QUESTION # 148

A buyer is assessing a supplier's proposal in terms of any added value offered. Which of the following are examples of added value?

- * The supplier has submitted the lowest price compared to competitors
- * The supplier is offering solutions to reduce costs in the supply chain
- * The supplier is committed to reducing plastic and waste in operations
- * The supplier is personally known by the Operations Director

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

Answer: D

Explanation:

Added value refers to benefits beyond basic price and compliance. Examples include suppliers proposing innovations or cost-reduction strategies in the supply chain (2) and sustainability commitments like reducing plastics and waste (3). Lowest price is part of baseline evaluation, not added value. Personal connections (4) are not a valid or ethical procurement criterion and could breach fairness. Responsible sourcing emphasises identifying suppliers who contribute to continuous improvement, sustainability, and efficiency beyond contractual minimums.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - evaluating added value in supplier proposals.

NEW QUESTION # 149

The balance sheet (Statement of Financial Position) is one of the financial statements used in providing important information required in determining the supplier's financial stability. The balance sheet contains information on such items as...

- A. Capital employed, operating expenses, and net profit
- B. Liquidity ratios, return on capital employed, and gearing
- C. Short-term liabilities (unpaid taxes and bank overdraft)
- D. Cash receipts from customers

Answer: C

Explanation:

The balance sheet provides a snapshot of a company's financial position at a specific point in time, detailing assets, liabilities, and equity. Short-term liabilities, such as unpaid taxes and bank overdrafts, are obligations the company must settle within a year and are critical indicators of the company's liquidity and financial health.

Exact Extract from Study Guide:

"The balance sheet includes details of current liabilities, such as unpaid taxes and bank overdrafts, which are essential for assessing a supplier's short-term financial obligations and overall stability."

NEW QUESTION # 150

Daniel is evaluating bids from new suppliers who are looking to supply his company XYZ Industries with components for manufacturing. Although price is important, Daniel wishes to consider 'added value'. Which of the following is considered an 'added-value solution'? Select THREE

- A. sustainability
- B. innovation
- C. on time in full deliveries

- D. bulk discount
- E. cost plus pricing

Answer: A,B,C

Explanation:

The correct answers are innovation, on time in full deliveries and sustainability.

The other options are pricing mechanisms rather than 'added value'. Added Value is giving the buyer something extra that's not necessarily financial. It can be as simple as delivering orders quicker than expected, or having a dedicated customer service phone line. Something that makes their lives a little easier.

NEW QUESTION # 151

A procurement manager has decided to use a local newspaper to source quotes from external suppliers. Why is it important to advertise tenders? Select TWO that apply.

- A. To gain value for money
- B. To avoid complex bids
- C. To gain insights from the market
- D. To gain tactical sourcing
- E. To gain green procurement

Answer: A,B,C,D

Explanation:

Advertising tenders is crucial for achieving value for money by encouraging competitive bids, which can lead to better pricing and service offerings. It also provides insights into the market by revealing the capabilities and innovations of various suppliers, aiding in informed decision-making.

Exact Extract from Study Guide:

"Inviting suppliers to take part in a competitive tender may reduce the potential for the biased selection of a supplier. Time, money and resource could be saved..."

NEW QUESTION # 152

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