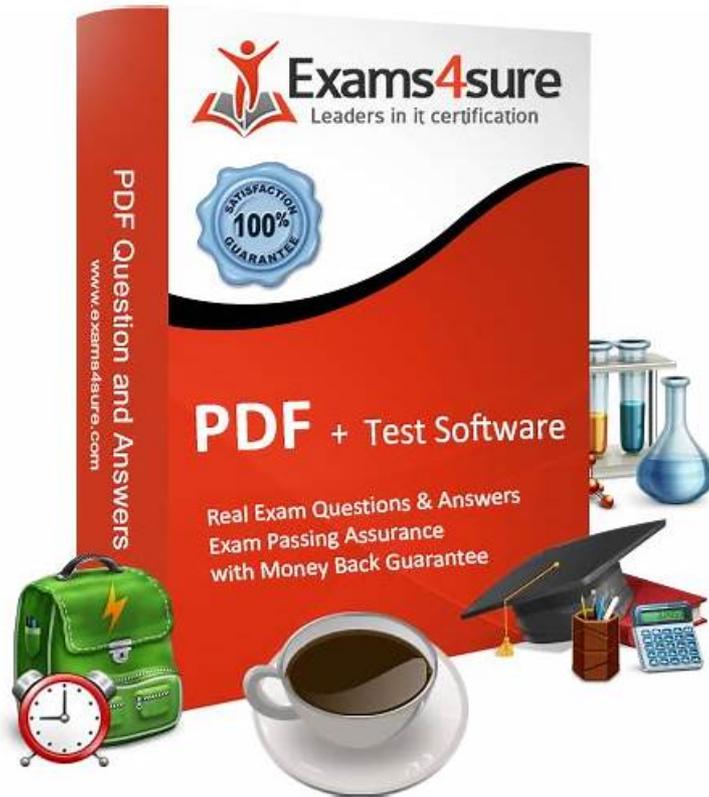


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## CIPS L4M4 Exam Syllabus Topics:

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>• 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>
Topic 3	<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 4	<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>

## CIPS Ethical and Responsible Sourcing Sample Questions (Q216-Q221):

### NEW QUESTION # 216

Intra-company trading allows business units within a large enterprise to supply goods or services to another.

What are the likely objectives of intra-company trading?

- \* Enhances production capacity utilisation
- \* Offsets some of the fixed costs of the supplying entity
- \* Compensates the supplying unit for the less effective technology applied
- \* Ensures internal technology always out-performs that of external suppliers

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

**Answer: A**

Explanation:

Intra-company trading aims to optimize internal resources by enhancing production capacity utilization and offsetting fixed costs. By supplying goods or services internally, organizations can achieve economies of scale and better allocate resources. However, compensating for less effective technology or ensuring superior internal technology over external suppliers are not primary objectives of intra-company trading.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 1.1.2: Make or buy decisions and the role of intra-company trading

### NEW QUESTION # 217

A buyer has been working with managers on a tender and is now assessing supplier proposals. Is it good practice for the procurement buyer to make sourcing recommendations?

- A. Yes, the procurement buyer should decide independently to avoid conflict of interest
- B. No, the buyer's recommendations are not relevant; only managers decide
- C. No, it is a lengthy and unnecessary step for the procurement buyer
- D. Yes, the procurement buyer can advise on the proposals, but decisions should involve business managers

**Answer: D**

Explanation:

Good governance in procurement requires collaboration. The buyer provides expertise in sourcing methods, evaluation, and compliance with procurement rules, but decisions should also involve business managers who understand operational needs. Acting independently could cause conflict and undermine accountability.

Conversely, leaving all decisions to managers risks bypassing procurement expertise. The best practice is for procurement to advise and recommend, while engaging stakeholders in final award decisions, ensuring transparency, fairness, and shared accountability.

This balances compliance with ethical sourcing requirements and operational business needs.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - roles and responsibilities in procurement governance.

### NEW QUESTION # 218

A Bill of Exchange is an important document used when importing goods into a country from abroad. What is the purpose of this document?

- A. specifies the country of origin of the goods
- B. details who is responsible for the insurance of the goods during transit
- C. explains which tariffs apply to the goods
- **D. details payment instructions**

**Answer: D**

Explanation:

A Bill of Exchange is a payment instruction - it says who will pay whom and when.

Bill of Exchange Definition: Examples and How It Works (investopedia.com)

### NEW QUESTION # 219

In which circumstances would it be relevant to apply the Pareto principle (80/20 rule) to supplier expenditure analysis? (Select TWO)

- **A. To identify strategic suppliers requiring closer management**
- B. To identify extent of cost variation in a contract
- C. To identify performance-related payment frequency
- D. To identify expiry dates of contracts
- **E. To identify optimum opportunities to change supplier relationships**

**Answer: A,E**

Explanation:

The Pareto principle (80/20) shows that around 80% of spend is often concentrated with 20% of suppliers. It is relevant for identifying strategic suppliers (D) that require close management and opportunities to improve or change relationships (E) for greater value. Contract expiry dates (B) and payment frequency (A) are administrative details, not Pareto analysis outputs. Cost variation (C) relates to performance analysis, not spend concentration. Responsible sourcing uses Pareto analysis to allocate resources effectively, focusing attention on the most impactful supplier relationships.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - spend analysis and supplier relationship management.

### NEW QUESTION # 220

GDP is an economic index that a procurement professional can use to measure economic data. What does GDP tell you?

- A. the value of public limited companies within a country
- **B. the monetary value of the goods manufactured in a financial period**
- C. average changes in price over a year
- D. the value of commodities such as steel, oil and wheat at a point in time

**Answer: B**

Explanation:

GDP = gross domestic product = "the monetary value of goods and services manufactured or supplied in a financial period".

People use it to say whether a country's economy is strong or weak.

Stock markets look at the value of public limited companies within a country.

Commodity indices look at the value of commodities such as steel, oil and wheat at a point in time Average changes in price over a year can be measured by CPI or PPI

### NEW QUESTION # 221

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