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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 the key processes that can be applied to the analysis of potential external suppliers:
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 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

What course of action should be taken when an audit of a supplier identifies evidence of human rights malpractice?

- A. Immediately halt all orders with the supplier, make a record of the violation in the supplier database, and switch to an alternative source of supply
- B. Allow the supplier to complete current orders placed, while pursuing an alternative source to change to as soon as approved
- C. Remove all business and inform press organisations, who will in turn bring the issue to the attention of formal governmental organisations who can take action
- D. Immediately raise the issue with the supplier and jointly develop a timely action plan to be implemented before a repeat audit**

Answer: D

Explanation:

Addressing human rights issues collaboratively by developing an action plan allows for improvement and correction. This approach is consistent with ethical sourcing principles, which encourage responsible intervention to correct and improve supply chain practices rather than punitive measures that may not lead to long-term change.

NEW QUESTION # 255

Foresters 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. Yes, providing the contract does not require a supplier to do anything differently for ESG than they have done previously
- B. No, ESG is not within the scope of a contractual document and should always be treated informally
- C. No, suppliers cannot be legally responsible for ESG compliance; this should be the buying organization
- 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 # 256

In order to assess whether a company is able to meet its current liabilities, which financial ratio should you use?

- A. Return on Equity
- B. Acid Test
- C. Gearing Ratio
- D. Gross Profit Margin

Answer: A

Explanation:

"Meet current liabilities" is a posh way of saying "can you pay your bills". You're therefore looking for a liquidity ratio- a ratio that looks at assets vs liabilities (i.e. money in the bank vs money owed out). The Acid Test is a liquidity ratio. It's sometimes called the 'quick ratio'. Both terms come up on the exam. The other options are financial ratios but aren't for liquidity.

NEW QUESTION # 257

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 begun?

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

Answer: C

NEW QUESTION # 258

Polygon Incorporated is a new company in the mining industry, which often gets bad press due to issues of sustainability. Which of the following should Polygon Incorporated consider when developing sustainable business practices?

- A. economic, ethical and environmental
- B. people, profit, planet
- C. fraud, bribery and corruption
- D. efficiency, effectiveness, impact

Answer: B

Explanation:

The three pillars of sustainability are profit, people and planet. This may also be referred to as social, economic and environmental.

NEW QUESTION # 259

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