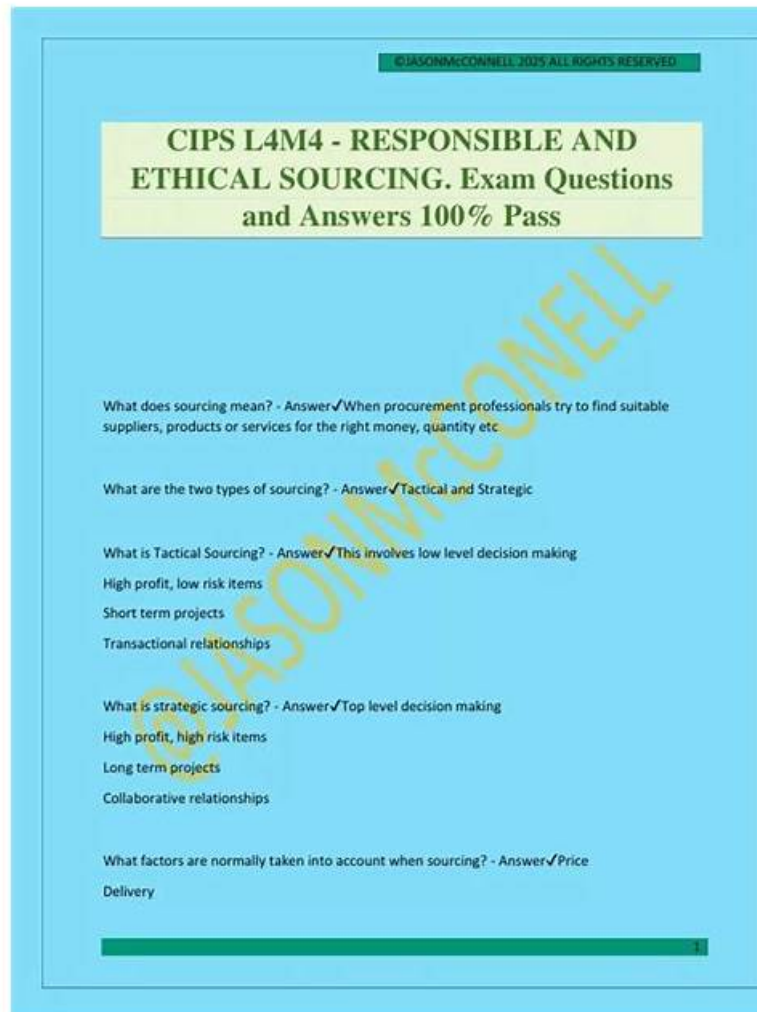


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CIPS Ethical and Responsible Sourcing Sample Questions (Q95-Q100):

NEW QUESTION # 95

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

Answer: D

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 # 96

It is important that buyers take an approach that is reasonable and fair when selecting suppliers to work with.

Which of the following is a voluntary document which can help procurement professionals treat suppliers respectfully?

- A. ISO 9001
- B. EU Procurement Directive 2014
- **C. CIPS Code of Conduct**
- D. ILO is an organization

Answer: C

Explanation:

The correct answer is the CIPS Code of Conduct. This is a voluntary document about doing 'good procurement' i.e. treating suppliers with respect.

EU Procurement Directive is legislation, so isn't voluntary

ISO9001 is about quality management

ILO is an organisation rather than a document

NEW QUESTION # 97

What type of relationship should a buyer seek when making strategic sourcing for their business?

- A. transactional
- **B. collaborative**
- C. arms-length
- D. partnership

Answer: B

Explanation:

The buyer should seek a 'collaborative' relationship. Transactional and arms-length relationships are more suited to tactical sourcing. Partnerships are reserved for joint-ventures.

NEW QUESTION # 98

When working closely with a supplier, waste can be reduced which can lead to improved business functions and cost savings. Which of the following are wastes that can be removed from the supply chain? Select THREE.

- A. Inventory
- B. Waiting
- C. Barriers
- D. Motion
- E. Over-analyzing

Answer: A,B,E

Explanation:

The correct answers are; motion, waiting and inventory.

This is part of Ohno's 8 Wastes. You can remember this with the acronym Tim Woods; transportation, inventory, motion, waiting, over-production, over-processing, defects, skills.

This is only mentioned briefly in this module but comes up in other modules more in depth, so is worth memorising if you can.

NEW QUESTION # 99

Other than price, what should a buyer consider when evaluating supplier quotations?

- * Lead times
 - * Add-on costs
 - * Wastage rates
 - * Past performance
- A. 2, 3 and 4 only
 - B. 1, 2 and 3 only
 - C. 1, 2 and 4 only
 - D. 3 and 4 only

Answer: C

Explanation:

When evaluating quotations, responsible buyers must look beyond headline price. Lead times (1) affect operational continuity. Add-on costs (2) (e.g., packaging, delivery, handling) can significantly change total cost. Past performance (4) demonstrates reliability and quality, crucial for ethical and sustainable sourcing.

Wastage rates (3) may be relevant but are typically assessed in performance monitoring, not initial quotation evaluation. This holistic view aligns with the total cost of ownership (TCO) approach promoted by CIPS, ensuring procurement decisions account for both direct and indirect impacts.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - quotation evaluation and TCO analysis.

NEW QUESTION # 100

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