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L4M4 Question set 3

Q1. Corruption perception index (CPI) measures which of the following?

- A. It measures how cultural relative vision links to corruption in a particular country
- B. It measures how people perceive about corruption in their country
- C. It measures how a private organization fights against malpractice like bribery and embezzlement
- D. It measures how corrupted public procurement is

Answer: B (LO4, AC 4.1)

Q2. Which of the following provides the purchaser with information of the users specific requirements?

- A. E notice
- B. E contact
- C. E Catalogue
- D. E Requisition

Answer: D (LO2, AC 2.4)

Q3. Which of the following are the limitations of ratio analysis? Select Two that apply.

- A. Ratios use historic data
- B. Operational changes always emerge when calculating ratios
- C. Ratios are only about financial situation
- D. Ratio's take inflation in to account
- E. Same Ratio's are incomparable between companies in the same sector

Answer: A & C (LO 1, AC 1.3)

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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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>
Topic 4	<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>

## CIPS Ethical and Responsible Sourcing Sample Questions (Q86-Q91):

### NEW QUESTION # 86

What is a risk of pre-warning a supplier that you will conduct an audit of their facilities?

- A. they will not be able to make that time and date
- **B. they may coach staff in what to say**
- C. they will not perform regular duties that day
- D. they will not achieve KPIs

**Answer: B**

Explanation:

A risk of pre-planning an audit is the supplier has time to prepare for it. It's a good thing in that they can get their paperwork in order but the downside is they can overprepare so you don't get a realistic representation of what they're doing. One way they can do this is coaching staff in what to say to the auditors.

### NEW QUESTION # 87

Faisal is a medical equipment maintenance services procurement specialist within a local hospital. Faisal is responsible for ensuring contracts are in place that will ensure operational continuity of high-value pieces such as radiology equipment. When carrying out tender opportunities for these services, Faisal will specify, as an essential requirement, that certain standards are adhered to. Which of the following is a benefit of incorporating standards as a requirement within a specification?

- **A. Standards provide clear guidelines and remove the risk of ambiguity**
- B. Standards will mirror the buyer's requirements in its entirety
- C. Standards will ensure low pricing is submitted in the tender response
- D. Standards will ensure suppliers meet all the buyer's requirements

**Answer: A**

Explanation:

Incorporating standards within specifications provides clear guidelines for suppliers, reducing ambiguity and helping ensure consistency in quality and performance. This aligns with ethical and responsible sourcing practices by promoting transparency and setting consistent expectations for suppliers.

### NEW QUESTION # 88

A buyer of bakery products sees wheat shortages due to poor harvests but demand remains high. How does this affect negotiation?

- A. Prices will not be affected by shortages as demand is high
- **B. Buyer will find it difficult to negotiate lower prices**
- C. Bakery produce will be lower priced as less wheat is available

- D. Buyer is in a strong position to reduce prices

**Answer: B**

Explanation:

In commodity markets, shortages combined with sustained demand drive price increases. The buyer loses bargaining power, as suppliers can charge higher rates. Negotiating downward is unrealistic; instead, buyers should manage risk through hedging, forward contracts, or alternative sourcing. CIPS notes that responsible sourcing requires understanding market dynamics and their ethical implications (e.g., food security, affordability). The organisation must manage stakeholder expectations about pricing rather than assume negotiation leverage. This reflects the implications of market volatility in global supply chains.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implications" - commodity market dynamics, supply /demand, and negotiation position.

### NEW QUESTION # 89

The bill of lading is one of the main documents associated with sea freight within international sourcing.

Which of the following statements represent some of the uses of the bill of lading? Select TWO that apply.

- A. It provides evidence of the title of ownership of the goods
- B. It provides evidence of the contract of carriage for the goods
- C. It provides evidence guaranteeing the use of Incoterms on the goods
- D. It provides evidence that the goods are fully insured in transit
- E. It provides evidence of the country of origin of the goods

**Answer: A,B**

Explanation:

The bill of lading serves as both a receipt of goods and a document of title, which means it confirms the contract of carriage and can transfer ownership. Responsible sourcing in international trade requires precise documentation, which is why the bill of lading is critical in verifying both carriage and title.

### NEW QUESTION # 90

In which instance would multiple sourcing be the most applicable approach?

- A. Sourcing a specialised, unique component where the supplier's knowledge is key
- B. Sourcing for the provision of a service, where close relationship management is required
- C. Sourcing for high-cost, strategically important components
- D. Sourcing for components required at short notice

**Answer: D**

Explanation:

Multiple sourcing is particularly advantageous for ensuring quick delivery and preventing stock-outs, as it provides the flexibility to source from multiple suppliers. This approach aligns with responsible sourcing by ensuring continuity and reducing risks in the supply chain.

### NEW QUESTION # 91

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