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Question 1:

When deciding on 'Make versus Buy', procurement professionals have to consider the level of competition in supply market. Which of the following will improve the buying organisation's bargaining power?

- High direct labour costs
- Substitutes for the product or service are readily available
- The suppliers are larger than the buying organisation in the industry and more concentrated
- The market has high entry barrier to new entrants

Question 2:

Which of the following governs the public sector procurement and sourcing within the EU and EEA?

- The Freedom of Information Act
- Directive 2014/24/EU
- Public Contract Regulations
- Title VI Treaty of Rome

Question 3:

Which of the following encourages procurement professionals to avoid discrimination, treat suppliers fairly and respectfully and a transparent approach to sourcing?

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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>• 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 3	<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>

- 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.

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### CIPS Ethical and Responsible Sourcing Sample Questions (Q74-Q79):

#### NEW QUESTION # 74

Jack Green is using an open tender to source a new component for a product. What must be considered if using an open tender?

- A. The tender will only be advertised in marketing journals
- B. Price will be the only selection criterion
- C. Bidders must be pre-qualified prior to invitation
- D. There must be an adequate number of suppliers in the market

**Answer: D**

Explanation:

An open tender is advertised publicly and open to all interested suppliers. For it to be effective, there must be a sufficient supplier market (A) to justify competition. If supplier numbers are too low, restricted or negotiated procedures may be more appropriate. Pre-qualification applies to restricted tenders, not open ones.

Price-only evaluation breaches responsible sourcing principles, which require balanced criteria. Responsible sourcing highlights that open tendering ensures transparency and fairness but must be used appropriately depending on market conditions.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - tendering methods and considerations.

#### NEW QUESTION # 75

Why is it important to consider factors such as environmental, social, governance, and ethics (ESG) when analysing tenders?

- \* To ensure adherence to sustainability initiatives
- \* To improve process workflow
- \* To perform supplier spend and monitoring
- \* To identify potential risks within the supply chain

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

**Answer: B**

Explanation:

Including ESG criteria in tender analysis helps ensure suppliers align with the buyer's sustainability initiatives (1) and helps identify risks within the supply chain (4), such as unethical labour practices or environmental harm. Improving workflow (2) and spend monitoring (3) are operational concerns but not ESG drivers.

Responsible sourcing requires procurement professionals to integrate ESG into decision-making, ensuring not only cost-efficiency but also ethical compliance, resilience, and long-term value. This reflects the growing importance of corporate social responsibility (CSR) and stakeholder expectations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - ESG in sourcing decisions.

### NEW QUESTION # 76

Which of the following are reasons to outsource part of a business to an external supplier? Select TWO.

- A. overheads can be kept as effective as possible
- B. there are more resources in-house
- C. the product or service is core to the organisation
- D. the reduction in the need to continually invest in new machinery

**Answer: A,D**

Explanation:

Reasons to outsource include; 'overheads can be kept as effective as possible' and 'the reduction in the need to continually invest in new machinery'.

When you outsource, you transfer the costs of overheads to the supplier and it is their responsibility to buy new machinery as and when is required. For example if you outsource cleaning, the cleaning company is responsible for replacing the hoovers and floor cleaner. The other two options would be reasons to keep something 'in-house'.

### NEW QUESTION # 77

Using a weighted scorecard to assess and compare supplier proposals is beneficial for which of the following reasons?

- A. The focus on price simplifies the assessment process, making it easier to select the lowest cost supplier
- B. It increases bias towards suppliers who otherwise might not have been awarded the contract
- C. Deciding on what score to give each criterion is subjective and can avoid transparency in the selection process
- D. It provides an objective and consistent approach to evaluating bids and ensures that best value for money is achieved

**Answer: D**

Explanation:

A weighted scorecard provides a structured, objective, and transparent method of evaluating supplier bids against pre-agreed criteria such as price, quality, sustainability, and delivery. Weightings reflect the relative importance of each criterion, ensuring decisions are aligned with organisational priorities and value-for-money principles. This approach reduces bias, improves consistency, and creates an auditable record of the decision-making process. It does not focus solely on price, nor does it increase subjectivity when designed correctly. Ethical and responsible sourcing promotes the use of weighted scorecards to support fair competition, transparency, and defensible procurement decisions.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - evaluation methodologies; weighted scoring models.

### NEW QUESTION # 78

Brooklyn Ltd is a manufacturer of windows and has a single sourcing relationship with their supplier of glass.

What relationship style would be best suited?

- A. collaborative
- B. non-critical
- C. adversarial
- D. transactional

**Answer: A**

Explanation:

When single sourcing, you should aim to have a collaborative relationship with the supplier. They're the only ones who provide you with glass, which is a vital part of windows. So you need to make sure you have a good relationship with them and work with them to overcome any issues such as supply chain disruptions. If not- you've got no windows to sell!

### NEW QUESTION # 79

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