

# Free Real CIPS L4M4 Exam Questions Updates and a Free Demo

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## CIPS L4M4 - RESPONSIBLE AND ETHICAL SOURCING EXAM QUESTIONS & ANSWERS 2024/25

What does sourcing mean? - ANSWERSWhen procurement professionals try to find suitable suppliers, products or services for the right money, quantity etc.

What are the two types of sourcing? - ANSWERTactical and Strategic

What is Tactical Sourcing? - ANSWERThis involves low level decision making

High profit, low risk items

Short term projects

Transactional relationships

What is strategic sourcing? - ANSWERTop level decision making

High profit, high risk items

Long term projects

Collaborative relationships

What factors are normally taken into account when sourcing? - ANSWERSPrice

Delivery

Quality

Ethics

Sustainability

Availability

What are NOVACK and SIMCO'S 11 stage sourcing process? - ANSWERSIdentify needs

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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"><li>This section examines analyzing market data, obtaining quotations 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 the key processes that can be applied to the analysis of potential external suppliers:</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>

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## **CIPS Ethical and Responsible Sourcing Sample Questions (Q152-Q157):**

### **NEW QUESTION # 152**

A procurement manager has a new contract to award. There are twelve suppliers in the market. Which of the following is a benefit of using a full competitive tendering process?

- A. All suppliers will know how much the others have bid
- B. It is a quick and informal process
- C. Only the procurement manager can decide who wins
- D. All bidders will be treated equally**

**Answer: D**

Explanation:

A full competitive tender ensures fairness, transparency, and equal treatment of all suppliers. Each bidder has an equal opportunity to compete, and award decisions are based on pre-published criteria. This builds trust, prevents corruption, and strengthens market confidence. It is not quick or informal (A), nor does it disclose competitor bids (B). Decision-making is collective and accountable, not unilateral (D). Responsible sourcing stresses fairness and transparency in supplier engagement, ensuring a level playing field and compliance with ethical procurement standards.

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

### **NEW QUESTION # 153**

In which type of sourcing arrangement would the development of a strategic alliance be the most appropriate?

- A. Multiple sourcing
- B. Single sourcing**
- C. Competitive sourcing
- D. Internal sourcing

**Answer: B**

Explanation:

A strategic alliance is most appropriate in a single sourcing arrangement where the buyer relies on one supplier for a significant proportion of supply. Single sourcing encourages long-term collaboration, trust, joint investment, innovation, and shared risk management. Strategic alliances are not suitable for competitive or multiple sourcing, where maintaining competition and switching flexibility is the priority. Internal sourcing does not involve an external supplier relationship. Ethical and responsible sourcing promotes strategic alliances where long-term value, sustainability, quality improvement, and supply continuity are critical to organisational success.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - sourcing strategies; single sourcing and supplier relationships.

### NEW QUESTION # 154

Which of the following should be conducted during the analysis of tender responses?

- \* Produce a report on each submission
- \* Review the pre-qualification questionnaire
- \* Check the arithmetical accuracy of each tender
- \* Evaluate the market dynamics

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

**Answer: D**

Explanation:

During tender evaluation, buyers must ensure that each submission is analysed thoroughly and consistently.

Producing a report on each submission (1) supports transparency, auditability, and fairness. Checking arithmetical accuracy (3) ensures that pricing data is correct and prevents calculation errors from misleading the evaluation. Reviewing pre-qualification questionnaires is part of the earlier stage, not tender analysis, while market dynamics are external context, not part of evaluating responses. Responsible sourcing highlights the importance of structured and auditable evaluation processes to protect against bias, ensure compliance, and provide stakeholders with a defendable record of decisions.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - tender evaluation and analysis procedures.

### NEW QUESTION # 155

Which of the following can be undertaken by the buyer in relation to the governance of a supplier's ethical and sustainable behaviours?

- \* Review the insurance clauses in the contract
- \* Check that the supplier's internal policies are up to date
- \* Check the supplier's conflict of interest register for their contract
- \* Review the non-disclosure agreement for their contract

- A. 1 and 3 only
- B. 2 and 4 only
- C. 2 and 5 only
- D. 1 and 4 only

**Answer: A**

Explanation:

Governance of ethical and sustainable behaviour focuses on ensuring suppliers have the right systems, policies, and transparency measures in place. Reviewing insurance clauses ensures suppliers are prepared to manage liability and risks responsibly. Checking conflict of interest registers promotes transparency and prevents corruption. By contrast, NDAs protect confidentiality but are not primarily ethical governance tools, and simply checking "up-to-date policies" without context may not guarantee compliance. CIPS highlights governance mechanisms such as audits, policy reviews, and conflict registers as integral to monitoring ethical performance and ensuring accountability.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - governance measures, monitoring supplier ethics.

### NEW QUESTION # 156

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

**Answer: B**

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 # 157

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