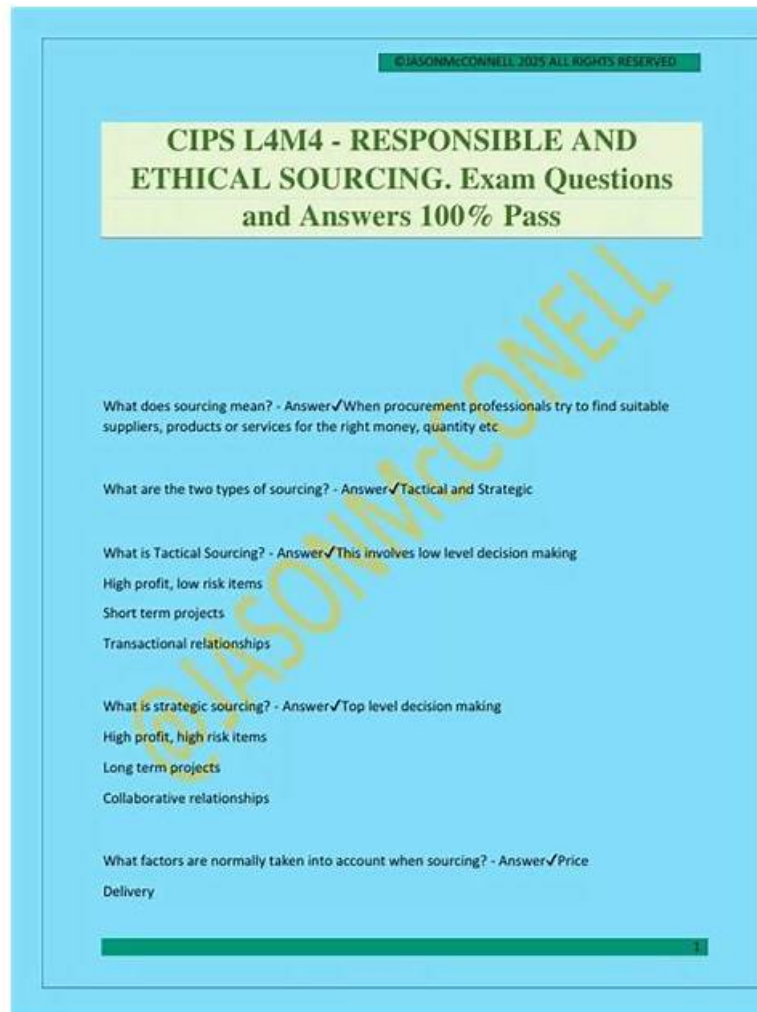


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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.

Topic 3	<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 4	<ul style="list-style-type: none"> • Understand the key processes that can be applied to the analysis of potential external suppliers:

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CIPS Ethical and Responsible Sourcing Sample Questions (Q259-Q264):

NEW QUESTION # 259

When selecting a supplier on technical merit, its important that the supplier is a good 'functional fit' for the organisation. What is meant by 'functional fit'?

- A. the supplier makes a similar profit to that of the buyer
- B. the supplier is able to work at the same technical level as the buyer
- C. the supplier is able to adhere to the same ethical standards
- D. the supplier shares a common supply chain

Answer: B

Explanation:

The correct answer is 'the supplier is able to work at the same technical level as the buyer'. It's about being able to integrate the businesses together in terms of IT systems and such like.

NEW QUESTION # 260

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

Answer: B

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 # 261

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 reduces dependency risks and provides flexibility in urgent supply situations. For components needed at short notice, having multiple suppliers ensures continuity and responsiveness.

Strategic, high-value, or unique components (B, C) often require single or closer sourcing to ensure collaboration and expertise.

Service provision (A) typically benefits from relationship-based sourcing rather than multiple arrangements. Responsible sourcing stresses that multiple sourcing is a risk management tool, best applied where speed, availability, and resilience are essential.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - sourcing strategies (single vs multiple sourcing).

NEW QUESTION # 262

Rules regulating the type of goods and the volume that can be imported into a country or trade block are commonly known as what?

- A. profits
- B. duties
- C. laws
- D. tariffs

Answer: C

Explanation:

This is tariffs. Be careful not to confuse tariffs and duties;

tariffs = rules and duties = payments.

NEW QUESTION # 263

Commodities are items which can be traded on the stock exchange. These are generally divided into four categories. What are these four categories?

- A. chemicals, agriculture, metals and livestock
- B. energy, agriculture, metals, livestock
- C. fruit, vegetables, meat and dairy
- D. metals, energy, elements and agriculture

Answer: B

Explanation:

energy, agriculture, metals, livestock are the four trading categories on the stock exchange. Some-times there's a 5th category added which is 'environmental credits'. This is a fairly new thing and you don't need to know anything about this for this exam.

Question no commodities will mainly centre around characteristics of commodities and factors that affect pricing.

Commodities are discussed much more in detail in L5M4. At level 4 you just need a basic overview.

NEW QUESTION # 264

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