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CIPS L4M4 LO1

What is sourcing? - correct answer Sourcing is the location, acquisition and management of all the vital inputs required for an organization to operate.

What is tactical/operational sourcing? - correct answer Low-level decision making

High profit, low risk items

Short-term projects

Transactional relationships

What is strategic sourcing? - correct answer Top-level decision making

High-profit, high-risk items

Long-term projects

Collaborative relationships

What aspects typically represent value for money? - correct answer Price

Delivery

Quality

Ethics

Sustainability

Availability

What are the stages of Novack and Simco's 11-stage sourcing process? - correct answer 1) Identify needs

2) Define user requirements

3) Decide whether to make or buy

4) Identify purchase type (new buy, modified re-buy, straight re-buy)

5) Carry out market analysis

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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 the key processes that can be applied to the analysis of potential external suppliers:

- 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.

>> L4M4 Reliable Test Question <<

100% Pass Quiz 2026 Updated L4M4: Ethical and Responsible Sourcing Reliable Test Question

The CIPS L4M4 certification exam is without a doubt a terrific and quick way to develop your profession in your field. These advantages include the opportunity to develop new, in-demand skills, advantages in the marketplace, professional credibility, and the opening up of new job opportunities. Ethical and Responsible Sourcing L4M4 real reliable test cram and test book help you pass the Ethical and Responsible Sourcing exam successfully.

CIPS Ethical and Responsible Sourcing Sample Questions (Q156-Q161):

NEW QUESTION # 156

Which of the following is a measure of liquidity?

- A. Return on Investment
- B. Current Ratio
- C. Gearing
- D. Total Asset Turnover

Answer: B

Explanation:

Liquidity measures a company's ability to meet short-term obligations. The current ratio = current assets ÷ current liabilities, indicating whether the business can cover debts due within one year. Ratios above 1 suggest healthy liquidity, though excessively high ratios may show underutilised cash. Gearing reflects debt-to-equity (solvency); ROI assesses profitability; total asset turnover measures efficiency. Responsible sourcing requires buyers to evaluate liquidity to ensure suppliers have the working capital to maintain operations and deliver reliably. Poor liquidity is a red flag for potential supply disruption.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - financial ratios and their interpretation.

NEW QUESTION # 157

Ivan is an investor who is looking to invest in new businesses. He is reviewing several companies and working out what his equity would be. Which of the following does Ivan need to know to calculate shareholder equity? Select TWO.

- A. total liabilities
- B. net income
- C. net profit
- D. total assets

Answer: A,D

Explanation:

Shareholder Equity = Total Assets - Total Liabilities

NEW QUESTION # 158

A company has actively included supporting of disadvantaged groups within their ESG commitment. Which of the following groups are considered disadvantaged?

- A. Muslims
- B. pregnant women and children
- C. international suppliers

- D. endangered species

Answer: B

Explanation:

Pregnant women and children are considered 'disadvantaged' by the UN. The other groups the UN call disadvantaged include; the elderly, the immunocompromised, those with disabilities and those living in poverty. This is the list given in the study guide.

A company could help disadvantaged groups in several ways. Firstly by offering employment (obviously not to the children). It could also include helping these groups as part of a Social Value out-come or community benefit scheme.

NEW QUESTION # 159

Daniel is evaluating bids from new suppliers who are looking to supply his company XYZ Industries with components for manufacturing. Although price is important, Daniel wishes to consider 'added value'. Which of the following is considered an 'added-value solution'? Select THREE

- A. bulk discount
- B. innovation
- C. sustainability
- D. cost plus pricing
- E. on time in full deliveries

Answer: B,C,E

Explanation:

The correct answers are innovation, on time in full deliveries and sustainability.

The other options are pricing mechanisms rather than 'added value'. Added Value is giving the buyer something extra that's not necessarily financial. It can be as simple as delivering orders quicker than expected, or having a dedicated customer service phone line. Something that makes their lives a little easier.

NEW QUESTION # 160

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. 1 and 4 only
- C. 2 and 5 only
- D. 2 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 # 161

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