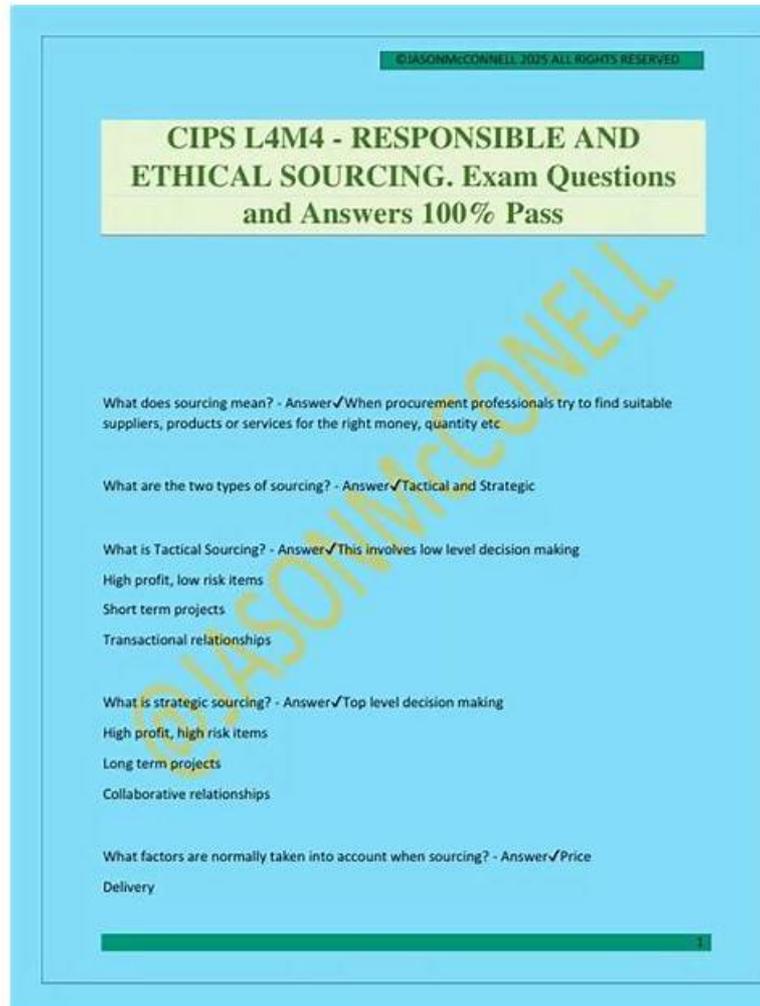


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### CIPS L4M4 Exam Syllabus Topics:

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>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 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 (Q207-Q212):

#### NEW QUESTION # 207

Raja is a procurement manager who is keen to gain further insight into the current marketplace and whether local suppliers are capable to provide a service he is looking to procure. He wishes to test the market before he begins a formal tender process. What should Raja do?

- A. send out a RFI
- B. send out a RFQ
- C. speak with his current suppliers
- D. conduct an open competition

**Answer: A**

Explanation:

Raja should send out a RFI- request for information; this will allow him to gain feedback from the marketplace prior to tender.

Speaking only with current suppliers will not provide all the information Raja requires.

He should not send out a request for quotation since he is still conducting market research An open competition would be how he can procure, after he's completed his research

#### NEW QUESTION # 208

A buyer has been working with managers on a tender and is now assessing supplier proposals. Is it good practice for the procurement buyer to make sourcing recommendations?

- A. Yes, the procurement buyer can advise on the proposals, but decisions should involve business managers
- B. No, it is a lengthy and unnecessary step for the procurement buyer
- C. No, the buyer's recommendations are not relevant; only managers decide
- D. Yes, the procurement buyer should decide independently to avoid conflict of interest

**Answer: A**

Explanation:

Good governance in procurement requires collaboration. The buyer provides expertise in sourcing methods, evaluation, and compliance with procurement rules, but decisions should also involve business managers who understand operational needs. Acting

independently could cause conflict and undermine accountability.

Conversely, leaving all decisions to managers risks bypassing procurement expertise. The best practice is for procurement to advise and recommend, while engaging stakeholders in final award decisions, ensuring transparency, fairness, and shared accountability.

This balances compliance with ethical sourcing requirements and operational business needs.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - roles and responsibilities in procurement governance.

#### NEW QUESTION # 209

The procurement manager has received the following data from the supplier's accounts to facilitate the calculation of the supplier's current ratio:

Current Assets: Stock \$200; Debtors \$60; Cash \$40; Total \$300

Short Term Liabilities: Bank overdraft \$150

Which calculation will the procurement manager use to find out the current ratio?

- A.  $(300 - 200) \div 150$
- B.  $(300 - 200 - 150) \times 100$
- C.  $(300 \div 150) \times 100$
- D.  $300 \div 150$

**Answer: D**

Explanation:

The current ratio is a liquidity ratio that measures a company's ability to pay short-term obligations. It is calculated by dividing current assets by current liabilities. In this case:

Current Assets = \$300

Current Liabilities = \$150

Current Ratio =  $300 \div 150 = 2.0$

This indicates that the supplier has twice as many current assets as current liabilities, suggesting good short-term financial health.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 2.3: Financial Appraisal of Suppliers

#### NEW QUESTION # 210

Tulip Rose Industries is using a restricted approach to tendering for a new contract for the facilities management of their seven factories which produce furniture made of organic materials. What is likely to be the reason they are using a restricted approach?

- A. the suppliers are likely to be unqualified
- B. the requirement is complex
- C. interest in the tender opportunity is likely to be high
- D. interest in the tender opportunity is likely to be low

**Answer: C**

Explanation:

you would use a restricted approach when interest is likely to be high. The buyer needs a method of de-selecting unsuitable bidders and creating a shortlist of acceptable organisations.

For complex requirements you could use both an open or restrictive tender- the difference between the approaches is about how many bids you're likely to get rather than the complexity of it.

#### NEW QUESTION # 211

Incoterms describe several aspects and responsibilities of transporting goods when sourcing internationally.

Which of the following is described by Incoterms? Select THREE.

- A. which party arranges insurance
- B. who is responsible for making duty and tariff arrangements
- C. how long the transportation will take
- D. how much the transportation will cost
- E. what form of transportation will be used

**Answer: A,B,E**

