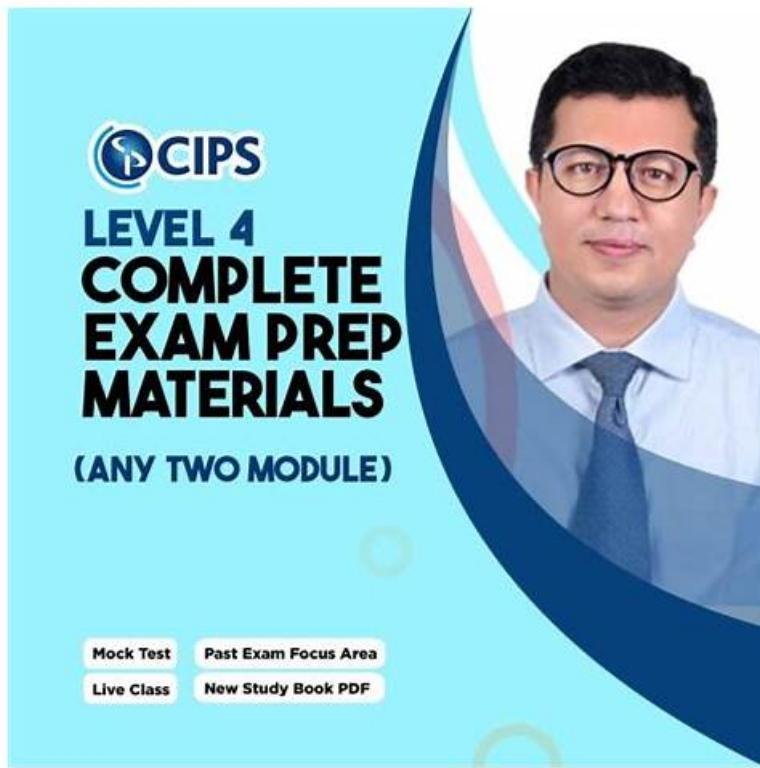


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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<ul style="list-style-type: none"> Understand the key processes that can be applied to the analysis of potential external suppliers:

CIPS Ethical and Responsible Sourcing Sample Questions (Q186-Q191):

NEW QUESTION # 186

In a negotiation, a supplier does not want to upset or offend the buyer, so concedes their own requirement in order to ensure harmony. Which negotiation tactic is the supplier using?

- A. **accommodating**
- B. collaborative
- C. competitive
- D. compromising

Answer: A

Explanation:

This is accommodating: the supplier puts the buyer's interest above his own.

This is from the Thomas Killman model of conflict resolution. There are 5 strategies; competitive, collaborative, avoiding, accommodating and compromising. In the study guide it doesn't mention the name of the model but you do need to know the 5 strategies. The model comes up a lot in other modules so is a good one to learn. Particularly L5M1 which is about management theory.

NEW QUESTION # 187

Which of the following is a strategic cost associated with outsourcing cyber-security from an in-house IT function to a specialist supplier?

- A. Loss of influence over prioritisation of tasks
- B. Loss of financial resources due to regulation
- C. Loss of informal relationship with cyber experts
- D. Loss of expertise within business**

Answer: D

Explanation:

Outsourcing critical functions like cybersecurity can lead to a loss of in-house expertise, which is a strategic cost. This loss may impact the organization's ability to respond swiftly to security threats, innovate, and maintain control over sensitive operations.

Retaining core competencies is vital for sustaining competitive advantage and ensuring long-term resilience.

Exact Extract from Study Guide:

"Outsourcing core activities risks - loss of in-house skill, loss of key staff to competitors, risk that supplier cannot be found, loss of control over operating activities, risk of loss of control over confidential information /IP.

NEW QUESTION # 188

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 low pricing is submitted in the tender response

- 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 suppliers meet all the buyer's requirements

Answer: B

Explanation:

Incorporating recognized standards into procurement specifications provides clear guidelines for suppliers, reducing ambiguity and ensuring that products or services meet predefined quality and safety criteria. This is particularly important in sectors like healthcare, where equipment must adhere to strict standards to ensure patient safety and operational efficiency.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 1.3: Specifications and Standards

NEW QUESTION # 189

During the quality assurance of a supplier, Margaret is looking for an international standard that shows the supplier's commitment to sustainable procurement. What document should the supplier provide to show this?

- A. ISO27000
- B. ISO20400
- C. ISO9001
- D. ISO14000

Answer: B

Explanation:

ISO 20400 is sustainable procurement.

14000 is environment

9001 is quality management

27001 is information security

NEW QUESTION # 190

A company's balance sheet will show you which of the following?

- A. cash coming in and out of the business
- B. equity, assets and liabilities
- C. profit, loss and assets
- D. revenue, profit and expenses

Answer: B

Explanation:

a balance sheet shows 'equity, assets and liabilities'. The other financial statements you need to know for this exam are cash flow statements and income statements.

If you're not familiar with these three I strongly recommend you do some further reading on this before the exam if you can. This is helpful: How the 3 Financial Statements are Linked Together - Step by Step (corporatefinanceinstitute.com)

NEW QUESTION # 191

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