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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• This section examines analyzing market data, obtaining quotations • tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
Topic 3	• 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 4	• 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 (Q42-Q47):

NEW QUESTION # 42
What is the best way to demonstrate that your organisation does not tolerate bribery and corruption?

- A. Asking all suppliers to read your organisation's anti-bribery policy
- B. Not working with suppliers who have a reputation for bribery
- C. Having full anti-bribery training, policies, and procedures in place
- D. Requesting suppliers' ethical policies annually

Answer: C

Explanation:
The most effective way to demonstrate zero tolerance is by embedding a comprehensive anti-bribery framework: clear policies, mandatory staff and supplier training, reporting channels, and monitoring. Simply requesting suppliers' policies or avoiding known offenders is reactive, not proactive. Requiring suppliers to read policies without internal enforcement lacks substance. CIPS highlights that robust governance structures, supported by recognised frameworks such as the UK Bribery Act or FCPA, reinforce organisational credibility, protect reputation, and ensure compliance. This builds trust across supply chains and ensures ethical standards are maintained.
Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - ethics, anti-bribery and corruption frameworks.

NEW QUESTION # 43
Commodities are items which can be traded on the stock exchange. These are generally divided into four categories. What are these four categories?

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

Answer: C

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 # 44
Which of the following are examples of secondary data? Select TWO

- A. commissioned market research
- B. trade fairs and exhibitions
- C. networking
- D. economic indices
- E. comparison websites

Answer: D,E

Explanation:
economic indices and comparison websites are secondary sources of data. The other three are examples of primary sources of data.
Primary= you get the data yourself
Secondary = you find the data from somewhere else

NEW QUESTION # 45

Weighted points systems can be applied to evaluate and compare potential suppliers. For which of the following factors would it be appropriate to use this method?
* Financial stability
* Supplier reliability
* Market demand
* Negotiation styles

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

Answer: A

Explanation:
Financial stability and supplier reliability are quantifiable factors suited to weighted points systems, allowing procurement professionals to objectively assess and compare suppliers. This method aligns with ethical sourcing practices by promoting fairness and transparency in supplier selection.

NEW QUESTION # 46

Which models would be appropriate for analysis of the supply market?
* Porter's Five Forces
* Porter's Value Chain
* STEEPLED
* Ishikawa Fishbone

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

Answer: A

Explanation:
Porter's Five Forces and the STEEPLED model are valuable tools for analyzing supply markets. These models help identify external pressures and market dynamics, supporting responsible sourcing by enabling buyers to understand and respond to market influences effectively.

NEW QUESTION # 47

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