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CIPS L4M4 Exam Syllabus Topics:

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

CIPS Ethical and Responsible Sourcing Sample Questions (Q106-Q111):

NEW QUESTION # 106

When might a company send a Request for Information (RFI) instead of a Request for Quotation (RFQ)?
(Select TWO)

- A. To ask for details of the product or range of services that the supplier has to offer
- B. To obtain indicative prices that could be offered for a range of required products
- C. To establish the details of environmental and quality certificates that the supplier may have
- D. To negotiate the payment terms detailed in the terms and conditions of sale
- E. To determine whether the supplier can fulfil a purchase order already placed

Answer: A,B,C

Explanation:

An RFI is an exploratory tool, used to gather information before specifications or tendering. It is appropriate for obtaining indicative pricing (A), understanding the range of products/services (C), and confirming certifications like environmental or quality standards (D). RFQs, by contrast, request firm pricing based on defined specifications. RFIs are not used to renegotiate existing contracts (E) or agree payment terms (B).

Responsible sourcing emphasises using RFIs to identify suppliers aligned with ethical, environmental, and operational expectations before moving to a formal competitive process.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - RFI, RFQ, and ITT differences.

NEW QUESTION # 107

In which circumstances would a procurement manager effectively use competitive tendering for the award of contracts?

- A. When the suppliers have technical expertise, and the value of the procurement is relatively high
- B. When the value of the procurement is high and special tooling is a major factor
- C. When the specification is likely to be continuously reviewed as the contract progresses
- D. When the requirement is needed urgently and price is not the most important factor

Answer: A

Explanation:

Competitive tendering is ideal for high-value contracts where technical expertise is essential. This method supports responsible sourcing by ensuring quality and aligning the supplier's capabilities with the buyer's needs, as required in more complex procurement scenarios.

NEW QUESTION # 108

In the Public Sector, what is the evaluation criteria most often used when evaluating bids from suppliers?

- A. Best Business Fit
- B. Most Economically Advantageous Tender
- C. Best Value for Money
- D. Cheapest Overall Tender

Answer: B

Explanation:

Most Economically Advantageous Tender (MEAT) is the Public Sector's go to evaluation criteria.

NOTE that this is changing from October 2023. Public Sector Procurement is currently based on legislation called PCR 2015 which itself is based on EU Procurement Directives. Now the UK has officially Brexited, we're making our own laws and the new Procurement Bill will be coming into effect in November 2024. One of the major changes is that MEAT is changing to MAT (most ad-vantageous tender - without the economical bit).

If you're sitting this exam until July 2024- you're fine- learn what the study guide says. If you're taking the exam from November 2024 I'm not sure what students are expected to do. The entire section on public sector procurement is incorrect for you. My best guess is CIPS may remove questions this section as the study guide will be wrong, but I really don't know how they plan to handle this.

The new Procurement Bill - MEAT to MAT - Hempsons - Hempsons

NEW QUESTION # 109

Sourcing aims to achieve the best value for money by taking into account several factors. Freddy is sourcing a new component for his company which manufactures tractors. Should Freddy take into consideration ethics and sustainability?

- A. no- 'value for money' only concerns price and if the product is fit for purpose
- B. no- 'value for money' is concerned with achieving the lowest price
- **C. yes- ethics and sustainability form part of 'value for money'**
- D. yes- ethics and sustainability show that the products are fit for purpose

Answer: C

Explanation:

"yes- ethics and sustainability form part of 'value for money' " is the correct answer.

There are several factors that represent value for money and these are listed on p.3. These include; price, delivery, quality, ethics, sustainability and availability.

NEW QUESTION # 110

Mark is an audio visual category buyer in the public sector and is looking to purchase a large quantity of interactive screens for medical lecture rooms across a university campus. Mark expects this to cost in excess of £950,000 and suggests to his user group that a competitive tendering process should take place. Was this the right approach?

- A. No, because the competitive tendering process will be time-consuming for the university
- B. No, competitive tendering should only be used when the value justifies the resources required
- **C. Yes, because the anticipated value requires a competitive tendering process to take place**
- D. Yes, as all public sector procurement should go through a competitive tendering process

Answer: C

Explanation:

In the public sector, procurement activities exceeding certain financial thresholds are required to undergo competitive tendering processes. The anticipated expenditure of £950,000 surpasses the threshold that mandates a formal tendering procedure to ensure compliance with public procurement regulations, promote competition, and achieve value for money.

Exact Extract from Study Guide:

"Public sector procurement activities that exceed specified financial thresholds must follow formal competitive tendering procedures to ensure transparency and compliance with regulations."

NEW QUESTION # 111

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