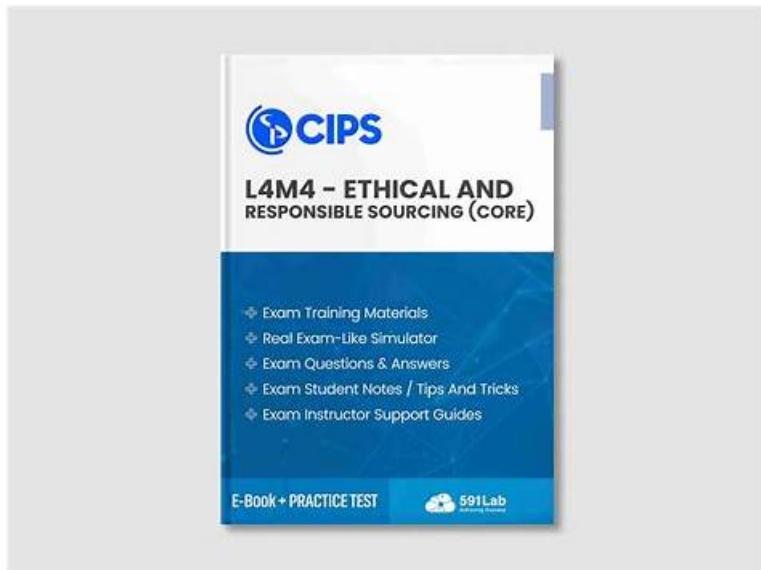


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CIPS L4M4 Exam Syllabus Topics:

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 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"> 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	<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 (Q200-Q205):

NEW QUESTION # 200

Luke has sent out a Request for Information to test the waters of the supply market for a new product he is sourcing. He has received a high number of detailed documents back from suppliers. Which of the following is Luke now likely to know about the marketplace? Select THREE

- A. amount of product competition
- B. samples of the product
- C. acceptable lead times
- D. expected changes in the marketplace
- E. exact costs of the item he's procuring

Answer: A,C,D

Explanation:

The correct answers are; lead times, product competition and changes in the marketplace.

You wouldn't expect to receive samples or costings from a Request for Information - rather, these should be expected as part of the Tender Competition

NEW QUESTION # 201

It is good practice for the procuring organisation's auditors to undertake the following upon completion of a supplier's audit. Select the TWO that apply.

- A. Inform the supplier of any non-conformances and improvement opportunities
- B. Do nothing, after all, this is a known supplier incapable of serious breaches
- C. Call for a meeting with colleagues and share confidential details of the audit
- D. Report non-compliance to police and have the supplier arrested for lapses
- E. Prepare an audit report that may be shared with the supplier in advance

Answer: A,E

Explanation:

Informing suppliers of non-conformances and improvement opportunities supports responsible sourcing by promoting continuous improvement. Preparing a report for supplier review also aligns with transparency and collaborative improvement, integral to ethical sourcing standards.

NEW QUESTION # 202

The procurement team received an urgent request from the business to source quotations for pest control services. The team decided to use a local newspaper to advertise the requirements. Was this an appropriate approach to use in the circumstance?

- A. No, because international vendors must also be notified of the opportunity
- B. Yes, so that the local pest control sector can decide between them who should bid
- C. No, because they might receive too many irrelevant proposals which may delay the assessing process
- D. Yes, they must seek as many bids as possible even if it takes longer

Answer: C

Explanation:

Advertising in a local newspaper for urgent services like pest control may not be the most efficient approach.

It can lead to an overwhelming number of responses, many of which may not meet the specific requirements, thereby delaying the evaluation process. For urgent needs, direct sourcing from pre-qualified suppliers or using existing frameworks is often more

effective.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 2.2: Tendering Procedures

NEW QUESTION # 203

For what type of purchase would you use a Futures Exchange?

- A. Tail Spend
- B. Capital Expenditure
- **C. Commodity**
- D. High value, high risk

Answer: C

Explanation:

Futures exchanges are used to trade commodities. It's when a buyer and supplier agree a price and deal for something in the future. For example a carrot farmer may agree to sell his carrots to Gary in 3 months time when they're finished growing. It's used when the product / commodity isn't ready yet.

It's also used for hedging and other complex financial stuff- but you don't need to know that yet. Commodities and Future contracts are a big part of L5M4 to warn you though. Futures Contract Definition: Types, Mechanics, and Uses in Trading (investopedia.com)

NEW QUESTION # 204

"Phishing" occurs when an employee receives a false email that appears genuine, exposing the organisation to cybercrime. Which crime category does this fall under?

- A. Human rights
- B. Corruption
- **C. Fraud**
- D. Bribery

Answer: C

Explanation:

Phishing is a form of fraud, where deception is used to gain financial advantage or access to sensitive data. It is not corruption (misuse of power), bribery (offering inducements), or a human rights issue. Procurement professionals must be alert to fraud risks in supply chains, including cyber-enabled risks such as phishing and invoice fraud. Responsible sourcing extends to protecting organisational data and finances against such attacks, often through robust controls, training, and supplier verification procedures.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - fraud, corruption, and ethical risks in supply chains.

NEW QUESTION # 205

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