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Regular practice can give you the skills and confidence needed to perform well on your L4M4 exam. By practicing your Ethical and Responsible Sourcing (L4M4) exam regularly, you can increase your chances of success and make sure that all of your hard work pays off when it comes time to take the test. We understand that every Ethical and Responsible Sourcing (L4M4) exam taker has different preferences. To make sure that our Ethical and Responsible Sourcing (L4M4) preparation material is accessible to everyone, we made it available in three different formats. You can choose the most suitable and convenient one for you.

## CIPS Ethical and Responsible Sourcing Sample Questions (Q75-Q80):

### NEW QUESTION # 75

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 # 76

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

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

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

**Answer: B,C,E**

Explanation:

Incoterms describe who out of the buer and seller; organises transport and what type of transport this is, who pays for insurance, and who organises duty / tariff arrangements when the goods go through customs. See p.131. Note- some students report a lot of questions on Incoterms in the exam, some say they only had 1. If you can, I'd learn them just to be safe.

#### NEW QUESTION # 77

Which of the following can be interpreted as a normal business practice by some cultures but a form of bribery by others?

- A. verbal contracts
- B. phishing
- C. facilitation payment
- D. golden handshake

**Answer: C**

Explanation:

This is a facilitation payment. It's when a sum of money is given for 'helping to facilitate' a contract. E.g. a procurement manager may accept a facilitation payment from a supplier for selecting him to be a new supplier for a big contract.

In the UK this is definitely considered a bribe. It's also against the CIPS Code of Conflict

#### NEW QUESTION # 78

When evaluating a supplier's proposal in relation to ESC (Environmental, Social, Governance, and ethical elements), it is common to send questionnaires to suppliers requesting information, which can later be scored.

Which of the following questions would be assessing any of the ESC criteria?

- \* Could you provide details on your manufacturing and raw material costs as part of an open-book pricing contract?
- \* How do you promote equal opportunity for your employees, customers, and suppliers?
- \* What is the annual turnover and profitability of your company?
- \* Does your company have an anti-bribery policy?

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

**Answer: C**

Explanation:

Questions about equal opportunity and anti-bribery policies assess the supplier's commitment to social and ethical standards. These aspects are part of the ESC criteria, which align with responsible sourcing practices by ensuring suppliers maintain ethical workforce practices and governance.

#### **NEW QUESTION # 79**

What are the two main financial accounting statements of an organisation that show values of assets/liabilities and profit earned?

- A. Cash flow statement & profit and loss account
- B. Profit and loss account & chairman's statement
- C. Cash flow statement & balance sheet
- **D. Balance sheet & profit and loss account**

**Answer: D**

Explanation:

The balance sheet (statement of financial position) shows assets, liabilities, and equity at a point in time. The profit and loss account (income statement) shows revenues, expenses, and profit over a period. These are the two core statements used to assess supplier stability and performance. The cash flow statement is useful but supplementary, while chairman's statements are narrative, not financial records. Responsible sourcing emphasises using balance sheet and P&L analysis to evaluate supplier financial strength, ensuring continuity of supply and risk management.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - financial statements and supplier evaluation.

#### **NEW QUESTION # 80**

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