

CIPS L4M4 New Dumps Questions & L4M4 Latest Exam Fee

CIPS L4M1 questions with complete solutions 2023

Stakeholders - correct answer In any activity an organization undertakes, whether strategic, operational or tactical, the activity can only be successful with the input, commitment and support of its key stakeholders. Gaining and maintaining the support and commitment of stakeholders requires a continuous process of engaging the right stakeholders at the right time and understanding and managing their expectations.

Global Supply Chains - correct answer a dynamic worldwide network when a company purchases or uses goods or services from overseas. It involves people, information, processes and resources involved in the production, handling and distribution of materials and finished products or providing a service to the customer.

Whole Life Costing - correct answer takes into account the total cost of a product or service over its lifetime, from concept through to disposal including purchase, hire or lease, maintenance, operation, utilities, training and disposal. It is important for procurement to take all these elements into consideration when making decisions and comparing the costs of buying, renting or leasing equipment particularly. In most cases the purchase costs are only a small proportion of the cost of operating it.

Stakeholder mapping - correct answer A systematic way to identify the expectations, needs, importance, and relative power of various stakeholders.

Value Generation - correct answer Creating value from the supply base can be achieved by not only focusing on price but also increasing operational performance, driving efficiencies, working collaboratively or developing continuous improvement activities.

Procurement Cycle - correct answer the cyclical process of key steps when procuring goods or services.

Steps of the Procurement Cycle - correct answer

1. Understand Need and develop High level Spec.
2. Market/Commodity and options (inc make or buy assessment).
3. Develop Strategy/plan
4. Pre-procurement market test and market engagement.
5. Develop documentation, PPQ/detailed spec/combine with 1.
6. Supplier selection to participate in ITT/RFO/negotiation.
7. Issue ITT/RFO.
8. Bid/Tender Evaluation and validation.
9. Contract award and implementation.
10. Warehouse logistics and receipt.
11. Contract performance review and continuous improvement.

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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	• Understand the key processes that can be applied to the analysis of potential external suppliers:

Topic 3	• 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	• 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.

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CIPS Ethical and Responsible Sourcing Sample Questions (Q38-Q43):

NEW QUESTION # 38

Why do tenders often have longer timescales in the public sector compared with private sector?

- A. All public sector purchases must use a tendering procedure
- B. There is a more detailed debrief requirement in the public sector
- C. There is wider stakeholder involvement in the public sector
- **D. Regulation of the public sector dictates minimum timescales**

Answer: D

Explanation:

Public sector procurement is governed by statutory regulations (such as EU Procurement Directives or UK Public Contracts Regulations) that impose minimum timescales for fairness, transparency, and supplier access. For example, open tendering requires a minimum response period to allow all interested suppliers to participate equally. While stakeholder involvement and debriefing are also features of public procurement, the defining reason for longer timelines is legal compliance. Private sector organisations, by contrast, can set flexible timelines based on complexity and urgency. Responsible sourcing in public procurement ensures equitable access and avoids supplier discrimination.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implications" - public vs private procurement obligations.

NEW QUESTION # 39

One of the typical selection criteria applied in determining the right supplier is 'technical capabilities', which might include ...

- A. The supplier's brand name is highly reputed for being associated with the Ethical Trading Initiative
- B. The supplier's financial ratios, revealing that they are very highly geared
- **C. The supplier's ability to produce all required quantities and maintain contingency stocks**
- D. The supplier's ability to keep its plant and machinery in a high state of repair and maintenance

Answer: C

Explanation:

Technical capability focuses on the capacity to meet specification, volume, and reliability (including contingency). While maintenance is relevant, the clearest indicator among these options is the proven ability to deliver required quantities and hold contingency stock. Financial gearing and reputational associations are separate selection dimensions (financial/ethical).

Reference: CIPS L4M4 Study Guide (v2): LO "Implementation" - supplier selection criteria (technical capability, capacity, quality, ethical credentials).

NEW QUESTION # 40

Mark is a category manager responsible for buying large pieces of laboratory equipment in the public (government) sector. Which of

the following Incoterms would ensure that an overseas supplier is responsible for paying all delivery costs, including import duties and taxes for these goods?

- A. FAS
- **B. DDP**
- C. EXW
- D. DPU

Answer: B

Explanation:

DDP (Delivered Duty Paid) requires the supplier to cover all delivery costs, including import duties and taxes.

This term ensures that the buyer receives the goods without additional charges, aligning with public sector procurement practices for cost-effective and transparent sourcing.

NEW QUESTION # 41

Single sourcing is only used by buyers where the total requirement is too small to justify splitting orders among more suppliers. Is this statement correct?

- A. Yes, because single sourcing works well within a volatile supply environment
- B. Yes, because many suppliers tend to increase stock variety and stock proliferation
- **C. No, because single sourcing may also be used when a requirement demands expensive set-up costs**
- D. No, because single sourcing should only be used where there is just one supplier in the market

Answer: C

Explanation:

Single sourcing can be appropriate when set-up costs are high, making it impractical to involve multiple suppliers. This aligns with responsible sourcing principles, particularly for high-value or specialised items, where relationship management and collaboration with one supplier can enhance quality and efficiency.

NEW QUESTION # 42

Tariffs and import duties imposed on a buying organisation for goods purchased from an international supplier provide benefit to ...

- **A. The domestic industry through reduced competition**
- B. Local competitors through lower prices
- C. The supplying organisation as they receive additional payment
- D. Consumers by having access to lower-priced goods

Answer: A

Explanation:

Tariffs/import duties increase the landed cost of imports, which shields domestic producers by making foreign alternatives relatively more expensive. They do not go to the foreign supplier and typically do not lower consumer prices.

Reference: CIPS L4M4 Study Guide (v2): LO "Implications of global sourcing" - trade barriers (tariffs/non-tariffs) and their market effects.

NEW QUESTION # 43

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