

CIPS L4M4 New Study Plan, PDF L4M4 Cram Exam

CIPS L4M4 - RESPONSIBLE AND ETHICAL SOURCING EXAM QUESTIONS & ANSWERS 2024/25

What does sourcing mean? - ANSWERWhen procurement professionals try to find suitable suppliers, products or services for the right money, quantity etc

What are the two types of sourcing? - ANSWERTactical and Strategic

What is Tactical Sourcing? - ANSWERThis involves low level decision making

High profit, low risk items

Short term projects

Transactional relationships

What is strategic sourcing? - ANSWERTop level decision making

High profit, high risk items

Long term projects

Collaborative relationships

What factors are normally taken into account when sourcing? - ANSWERPrice

Delivery

Quality

Ethics

Sustainability

Availability

What are NOVACK and SIMCO'S 11 stage sourcing process? - ANSWERIdentify needs

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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	- 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	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 3	• 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 4	• Understand the key processes that can be applied to the analysis of potential external suppliers:

>> CIPS L4M4 New Study Plan <<

L4M4 Certification Training and L4M4 Test Torrent - Ethical and Responsible Sourcing Guide Torrent - Pass4sures

Keeping in view different preparation styles of CIPS L4M4 test applicant Pass4sures has designed three easy-to-use formats for its product. Each format has a pool of Ethical and Responsible Sourcing (L4M4) actual questions which have been compiled under the guidance of thousands of professionals worldwide. Questions in this product will appear in the CIPS L4M4 final test.

CIPS Ethical and Responsible Sourcing Sample Questions (Q58-Q63):

NEW QUESTION # 58

During which stage of the procurement cycle would you remove suppliers that do not add value, or could pose a risk to the buying organisation?

- A. develop strategy
- B. asset management
- **C. supplier selection**
- D. contract award

Answer: C

Explanation:

At supplier selection stage, unsuitable suppliers should be removed (those that do not add value or pose a risk). At develop strategy stage you're not even looking at suppliers yet- you're just deciding what you need.

At contract award and asset management it's too late.

CIPS procurement cycle - Procurement Supply Cycle | CIPS

NEW QUESTION # 59

Other than price, what should a buyer consider when evaluating supplier quotations?

- * Lead times
- * Add-on costs
- * Wastage rates
- * Past performance

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

Answer: D

Explanation:

In addition to price, factors like lead times, add-on costs, and past performance are important to ensure the supplier meets the buyer's requirements sustainably and reliably. These criteria align with ethical sourcing by promoting value and accountability beyond just cost considerations.

NEW QUESTION # 60

Ali is the Category Manager at an airplane manufacturing factory. He works with many different suppliers who provide different

components for the planes. The company is investing heavily in Environmental and Social Governance and Ali has been asked by the CEO what the best practice is to ensure ethical behaviour from suppliers. Ali has suggested completing Audits. Is this the right thing to do?

- A. Yes- audits always uncover ethical violations such as modern day slavery
- **B. yes - these can be completed without warning which would give Ali an accurate picture of the supplier's operations**
- C. No- Ali should simply ask the supplier's about their ethical practices
- D. No- audits will only reveal financial issues not ethical ones

Answer: B

Explanation:

The correct answer is 'yes - these can be completed without warning which would give Ali an accurate picture of the supplier's operations'. The other options are incorrect:

- 1) you can do many types of audit- financial, ethical, Health and Safety etc
- 2) asking a supplier about their ethical practices isn't likely going to get you accurate information. They'll just tell you what they think you want to hear
- 3) audits are great- but they don't ALWAYS uncover issues. Always is the key word in that sentence which makes it incorrect.

NEW QUESTION # 61

What information would you expect to find on a supplier's response to a 'Request for Information'? Select TWO

- **A. their capability and capacity to fulfil a contract**
- **B. detailed information regarding their costing structure**
- C. their marketing strategy
- D. their ethical and sustainability policies

Answer: A,B

Explanation:

A RFI typically finds the following information from potential suppliers; ethical and sustainability policies and their capacity / capability to fulfil a contract. It could also include financial position, mission and vision.

NEW QUESTION # 62

Other than price, what should a buyer consider when evaluating supplier quotations?

- * Lead times
- * Add-on costs
- * Wastage rates
- * Past performance

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

Answer: B

Explanation:

When evaluating quotations, responsible buyers must look beyond headline price. Lead times (1) affect operational continuity. Add-on costs (2) (e.g., packaging, delivery, handling) can significantly change total cost. Past performance (4) demonstrates reliability and quality, crucial for ethical and sustainable sourcing.

Wastage rates (3) may be relevant but are typically assessed in performance monitoring, not initial quotation evaluation. This holistic view aligns with the total cost of ownership (TCO) approach promoted by CIPS, ensuring procurement decisions account for both direct and indirect impacts.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - quotation evaluation and TCO analysis.

NEW QUESTION # 63

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Computers are changing our life day by day. We can do many things on computers. Technology changes the world. If you have dream to be a different people, obtaining a CIPS certification will be the first step. L4M4 learning materials will be useful for you. As you can see the Forbes World's Billionaires List shows people starting bare-handed are mostly engaging in IT field. L4M4 Learning Materials may be the first step to help you a different road to success.

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