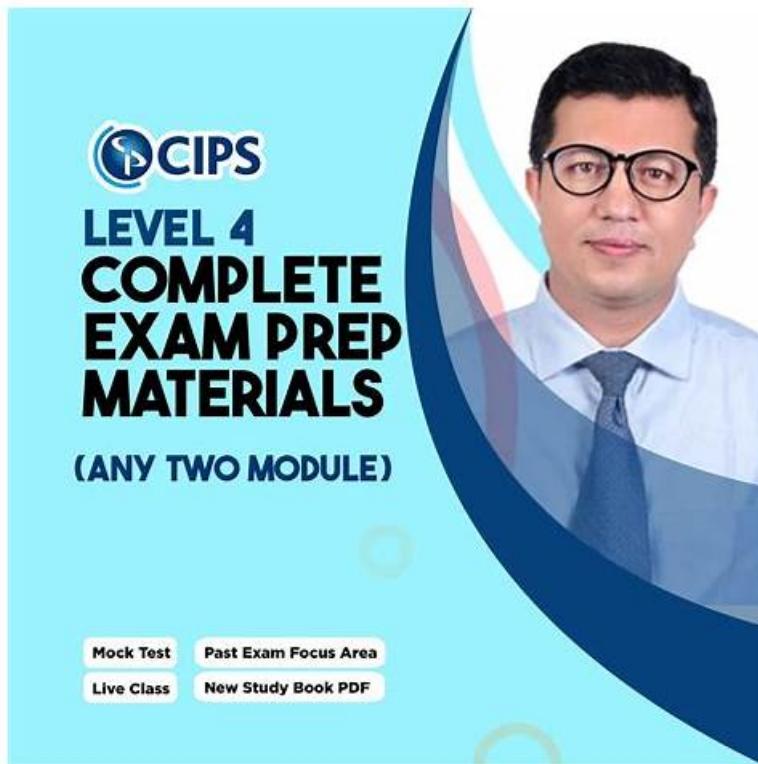


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CIPS L4M4 Exam Syllabus Topics:

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">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">This section examines analyzing market data, obtaining quotationstenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.

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CIPS Ethical and Responsible Sourcing Sample Questions (Q180-Q185):

NEW QUESTION # 180

Which of the following items would you expect to find on a balance sheet? Select THREE

- A. current assets
- B. stockholders' equity
- C. current liabilities
- D. net product sales
- E. gross product sales

Answer: A,B,C

Explanation:

current assets, current liabilities and equity can be found on a balance sheet. Net and gross sales will be found on a profit and loss account.

NEW QUESTION # 181

A "carnet" provides evidence of the origin of goods shipped in international trade. Is this correct?

- A. No, it allows temporary free movement of goods
- B. Yes, a widely used import document confirming origin
- C. No, it is a type of insurance cover
- D. Yes, only used when exporting goods from Europe

Answer: A

Explanation:

An ATA Carnet is an international customs document that allows temporary duty-free movement of goods for exhibitions, trade fairs, or professional use. It is not a certificate of origin, which proves where goods are manufactured, nor is it insurance. Carnets reduce administrative barriers and duties for temporary imports

/exports. Responsible sourcing requires buyers to understand the correct use of trade documents to ensure compliance and avoid penalties, while distinguishing between documents that confirm origin, provide insurance, or facilitate temporary movement.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - international trade documentation.

NEW QUESTION # 182

A prequalification questionnaire can allow a buyer to determine whether or not a potential supplier shares the same ethical values at an early stage of a procurement process. Obtaining confirmation that a supplier has not previously been convicted of breaches of modern slavery legislation belongs to which form of evaluation criteria?

- A. Social
- B. Economic
- C. Quality
- D. Environmental

Answer: A

Explanation:

Modern slavery and human rights are social sustainability issues. Under the triple bottom line (environmental, social, economic), the social dimension covers labour rights, working conditions, equality, and compliance with modern slavery laws. Responsible sourcing requires buyers to integrate such social criteria in supplier prequalification to prevent unethical practices from entering supply chains.

Environmental criteria cover impacts like carbon and waste; economic focuses on cost and competitiveness; quality addresses technical performance. Including modern slavery checks at the prequalification stage reflects due diligence and ensures alignment with legal and ethical obligations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - triple bottom line; ethical sourcing and social responsibility.

NEW QUESTION # 183

Which of the following are secondary sources of market and supplier data? (Select TWO)

- A. Published economic indices
- B. Buyer's database of supplier data
- C. Financial and trade press
- D. Marketing communications of suppliers
- E. Field observation studies

Answer: A,C

Explanation:

Secondary sources are data sets and publications that already exist and are not collected directly by the buyer.

Examples include published economic indices (A), which provide information on inflation, commodity prices, and market trends, and financial/trade press (D), which offers insights into industries, suppliers, and economic conditions. By contrast, a buyer's internal database and field observation studies are primary data sources, while supplier marketing materials are biased and less reliable. Responsible sourcing requires procurement professionals to use both secondary and primary sources for comprehensive market analysis, but secondary sources are especially useful for benchmarking and environmental scanning.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - sources of supplier and market intelligence.

NEW QUESTION # 184

Greg is doing some research on a potential supplier and is concerned that the supplier's funding is based on long-term debts and loans. Working with this supplier therefore might bring additional risks to Greg's business. What should Greg do about his concerns?

- A. work out the supplier's EBITDA
- B. use the Return on Investment Ratio
- C. do an Acid Test
- D. work out the supplier's gearing ratio

Answer: D

Explanation:

Greg needs to use a gearing ratio. Gearing is a measure of how the business is being funded and is based on the ratio of debt to equity. Gearing comes up a lot in the exam. Also make sure you know what Return on Investment, Acid Test and EBITDA are. Return on Investment (ROI): How to Calculate It and What It Means (investopedia.com) EBITDA: Definition, Calculation Formulas, History, and Criticisms (investopedia.com) Acid-Test Ratio: Definition, Formula, and Example (investopedia.com)

NEW QUESTION # 185

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