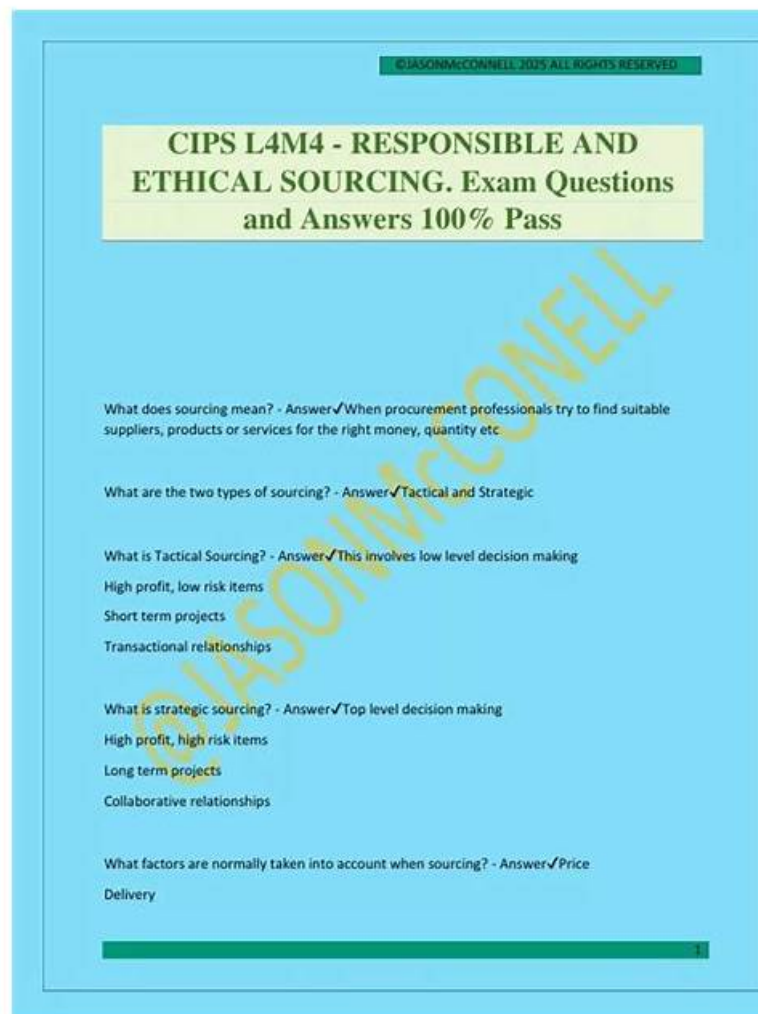


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## CIPS Ethical and Responsible Sourcing Sample Questions (Q79-Q84):

### NEW QUESTION # 79

A procurement manager for a major retail group is using ratio analysis to assess the financial viability of suppliers who have tendered for a logistics services tender. The recommended supplier has a current ratio of

0.6. What are the potential consequences of awarding the contract to this supplier, given their current ratio is below 1?

- A. The results of the current ratio do not mean anything as long as the supplier has proven technical merit
- **B. The supplier will be unable to pay its short-term liabilities using current assets**
- C. The supplier will have cash reserves to cover unexpected expenses
- D. The supplier will be unable to cover long-term liabilities from revenues

**Answer: B**

Explanation:

A current ratio below 1 suggests that the supplier may not have sufficient current assets to cover short-term liabilities, which could pose a risk to the buyer. Assessing financial stability aligns with responsible sourcing practices, as it ensures suppliers can fulfill contracts without disruption.

### NEW QUESTION # 80

A supplier operates in a monopolistic market where the threat of entry is low. The product that they offer is key in manufacturing certain types of submarines and there is no known substitute for the product at present.

What type of sourcing relationship is a buyer likely to have with this supplier?

- A. dual sourced
- **B. sole sourced**
- C. multiple sourced
- D. single sourced

**Answer: B**

### NEW QUESTION # 81

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

**Answer: C**

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 # 82

Supplier selection focuses on which of the following?

- \* Supplier suitability and capability of meeting requirements

- \* Which pre-qualified supplier represents the best outcome
- \* Financial stability and quality culture of the supplier
- \* Most time-efficient tender from a supplier

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

**Answer: C**

Explanation:

Supplier selection is about ensuring that suppliers are capable and suitable to meet the buyer's requirements, including quality, reliability, and alignment with ethical standards. It also focuses on identifying, from a pool of pre-qualified suppliers, which supplier offers the best overall outcome. Financial stability and culture are considered earlier in pre-qualification, not during final selection. Similarly, "time-efficiency" in tender response is not a primary factor in supplier selection. Responsible sourcing emphasises due diligence, capability, and alignment with sustainability and ethical practices as part of selection decisions.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - supplier pre-qualification vs. selection criteria.

### NEW QUESTION # 83

A buyer is procuring metals. The following trends are observed:

- \* January and April: supplier's local currency is strong
- \* November: demand is lowest
- \* May: demand is highest

Which month should the buyer place the order?

- A. January
- B. April
- C. May
- D. November

**Answer: D**

Explanation:

Demand and currency fluctuations affect commodity pricing. November shows lowest demand, which usually reduces price pressure. Conversely, May (high demand) and months with strong supplier currencies (January, April) would increase costs. By ordering in November, the buyer leverages demand cycles to obtain lower prices. Responsible sourcing requires buyers to monitor market intelligence and seasonal trends to time purchases effectively, mitigating risks of price volatility while ensuring supply continuity. This reflects CIPS' s emphasis on category management and proactive procurement planning.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - demand cycles, timing of orders, commodity sourcing.

### NEW QUESTION # 84

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