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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">This section examines analyzing market data, obtaining quotations tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
Topic 3	<ul style="list-style-type: none">Understand the key processes that can be applied to the analysis of potential external suppliers:

Topic 4

- 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.

CIPS Ethical and Responsible Sourcing Sample Questions (Q153-Q158):

NEW QUESTION # 153

What is the best way to prevent potential issues of conflicts of interest?

- A. do not work with suppliers who have relationships with the procurement team
- B. create a risk register
- **C. openly declare potential conflicts**
- D. do not hire family members

Answer: C

Explanation:

The best way to deal with potential Conflicts of Interest is to openly declare these. Just because you have a relationship with someone doesn't mean this is going to be an issue or lead to fraud, but it is a good idea to keep a written record of these. It wouldn't be a risk register, because how can you rate someone's risk of doing something dodgy? Risk registers are for objective risks such as Health and Safety.

NEW QUESTION # 154

The bill of lading is one of the main documents associated with sea freight within international sourcing.

Which of the following statements represent some of the uses of the bill of lading? Select TWO that apply.

- **A. It provides evidence of the contract of carriage for the goods**
- B. It provides evidence guaranteeing the use of Incoterms on the goods
- C. It provides evidence that the goods are fully insured in transit
- **D. It provides evidence of the title of ownership of the goods**
- E. It provides evidence of the country of origin of the goods

Answer: A,D

Explanation:

The bill of lading serves as both a receipt of goods and a document of title, which means it confirms the contract of carriage and can transfer ownership. Responsible sourcing in international trade requires precise documentation, which is why the bill of lading is critical in verifying both carriage and title.

NEW QUESTION # 155

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

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

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

Answer: A,C,E

Explanation:

Incoterms describe who out of the buyer 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 # 156

For complex and high value tenders, which document is the most appropriate to send to those suppliers who have already been appraised and deemed suitable?

- A. RFQ
- B. PQQ
- C. RFT
- D. ITT

Answer: D

Explanation:

The correct answer is Invitation to Tender. This is sent out to suitable suppliers inviting them to bid for the opportunity. A PQQ - pre-qualification questionsnaire - is sent to suppliers to see if they are suitable. The question states these suppliers have already been deemed suitable, so they've already passed PQQ. A RFQ - request for quotation - would be used when the only variable is price, so is not suitable for complex tenders. RFT isn't a thing. I made the last one up.

NEW QUESTION # 157

You have been asked to purchase 500 pens of a specific brand. You decided to use a weighted points system for assessment of proposals. Is this approach appropriate?

- A. Yes, a weighted points system is always the best way to evaluate suppliers' bids
- B. Yes, you should follow the same procurement process irrespective of the circumstances
- C. No, you should only use a weighted points system for high-spend procurement
- D. No, it is not necessary, as in this case, you are mainly concerned with price

Answer: D

Explanation:

For low-value, routine purchases where price is the primary consideration, employing a weighted points system may not be necessary. Such systems are more suitable for complex procurements where multiple factors, such as quality, delivery, and sustainability, need to be evaluated alongside price. In the case of purchasing standard items like pens, a straightforward price comparison is typically sufficient.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 2.3.2: The use of weighted points systems for assessment

NEW QUESTION # 158

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