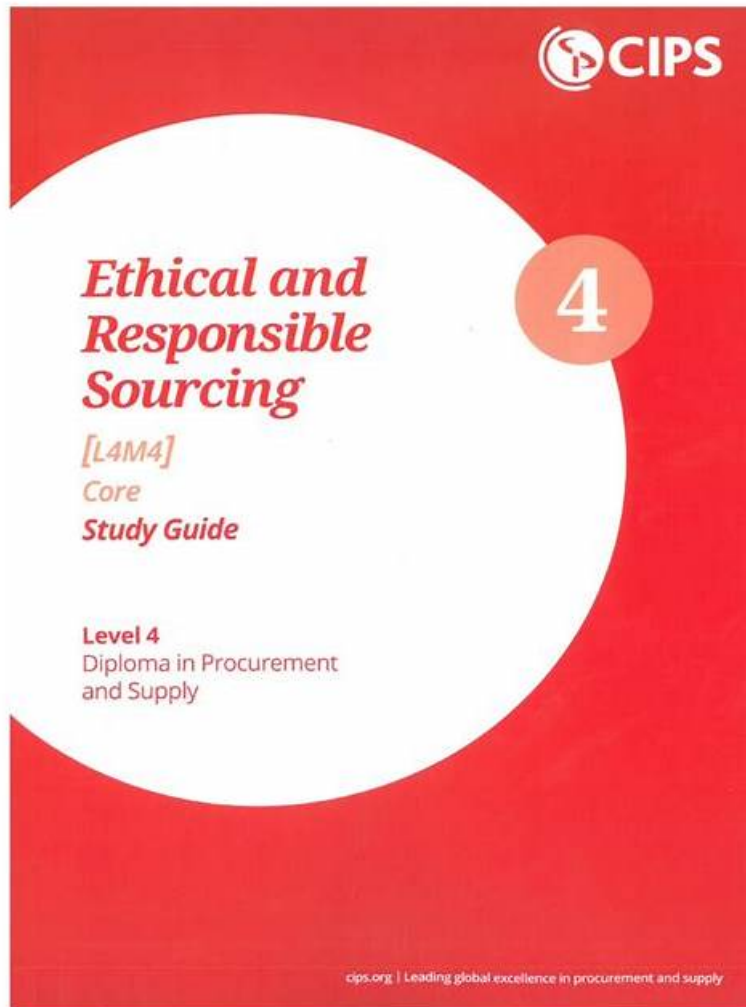


# L4M4: Ethical and Responsible Sourcing preparation & L4M4 prep4sure torrent



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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>This section examines analyzing market data, obtaining quotations</li> <li>tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.</li> </ul>

>> Exam L4M4 Answers <<

## Valid L4M4 Exam Notes - L4M4 New Cram Materials

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### CIPS Ethical and Responsible Sourcing Sample Questions (Q221-Q226):

#### NEW QUESTION # 221

A business may be faced with the challenge of deciding whether to source some of its requirements from external suppliers or whether to make them internally. Which of the following factors is likely to justify the decision to make the requirements internally?

- A. The availability of in-house competencies and capacity to carry out the production
- B. External sourcing involves cumbersome tendering procedures
- C. External suppliers are likely to be overcharging
- D. The other suppliers are using older technology

**Answer: A**

Explanation:

Internal production is often justified when a company has the necessary competencies and capacity. This approach aligns with responsible sourcing by leveraging internal capabilities for better control over quality, cost, and compliance with ethical and environmental standards.

#### NEW QUESTION # 222

Phishing is a type of fraud that is commonly associated with which industry?

- A. Construction
- B. Agriculture
- C. Mining
- D. IT

**Answer: D**

Explanation:

Phishing is a type of fraud where IT users are sent a link (usually by email) which exposes them to activities of expert cybercriminals.

#### NEW QUESTION # 223

As a procurement officer for a large organisation, a supplier approaches you on social media offering to take you out for dinner to discuss a recent open opportunity and mentions a financial reward if you help them win the business. You accept the invite. Was this the right thing to do?

- A. No, but you will go for the dinner and see what they offer, because it is up to you to decide if you should accept
- B. Yes, you are free to do what you like outside of business hours
- C. No, it is not appropriate to discuss open opportunities with one provider and not another
- D. Yes, you are keen to see what is on offer as you are only on minimum wage currently and need extra money

**Answer: C**

Explanation:

Accepting an invitation under such circumstances would violate ethical standards, as it could create a conflict of interest. Ethical

sourcing and procurement practices require impartiality, and any perceived favoritism or bias can harm the organisation's integrity.

#### NEW QUESTION # 224

Kiran is appraising some potential suppliers and has noticed that one of these suppliers has an extremely high gearing ratio. What would this suggest?

- A. the supplier has a strong return on investment
- B. the supplier has a high cost of sales
- C. the supplier has a lot of long-term debt
- D. the supplier is extremely profitable

**Answer: C**

Explanation:

The correct answer is 'the supplier has a lot of long-term debt'. Gearing is a measure of how the business is being funded and looks at the ratio of debt to equity. For example if they have taken out lots of loans and mortgages, this would equate to a lot of debt which means a poor gearing ratio.

Gearing is a hot topic for the exam.

#### NEW QUESTION # 225

When assessing the financial performance of a potential supplier, it is important to understand how much gross profit they are making. The gross profit margin ratio uses which of the following pieces of information from the profit and loss (statement of financial performance)? Select TWO that apply.

- A. Value of equity capital
- B. Current liabilities
- C. Cost of goods sold
- D. Income from sales
- E. Total current assets

**Answer: C,D**

Explanation:

The gross profit margin ratio is calculated by subtracting the cost of goods sold (COGS) from income from sales, then dividing by income from sales. This ratio indicates the profitability of a supplier, a critical factor in assessing financial health, which helps buyers ensure reliable supply continuity.

#### NEW QUESTION # 226

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