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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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 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	<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.

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CIPS Ethical and Responsible Sourcing Sample Questions (Q248-Q253):

NEW QUESTION # 248

What type of relationship should a buyer seek when making strategic sourcing for their business?

- A. partnership
- B. transactional
- C. collaborative
- D. arms-length

Answer: C

Explanation:

The buyer should seek a 'collaborative' relationship. Transactional and arms-length relationships are more suited to tactical sourcing. Partnerships are reserved for joint-ventures.

NEW QUESTION # 249

Incoterms are divided into four main groups to follow the movement of goods covering the exporter's premises, export and import points, and cost and risk. Which letters represent the four groups of Incoterms?

- A. B, C, F, and G
- B. E, F, B, and C
- C. E, F, C, and D
- D. A, B, C, and D

Answer: C

Explanation:

Incoterms are grouped as E (Ex Works), F (Free Carrier), C (Carriage Paid To), and D (Delivered Duty Paid), reflecting various stages of responsibility transfer between buyer and seller. Understanding Incoterms is critical for responsible sourcing, as it clarifies logistics and cost responsibilities.

NEW QUESTION # 250

Ivan is an investor who is looking to invest in new businesses. He is reviewing several companies and working out what his equity would be. Which of the following does Ivan need to know to calculate shareholder equity?

Select TWO.

- A. total assets
- B. total liabilities
- C. net income
- D. net profit

Answer: A,B

Explanation:

Shareholder Equity = Total Assets - Total Liabilities

NEW QUESTION # 251

What type of ratio measures a company's ability to meet short-term obligations, focusing on converting assets to cash?

- A. Profitability ratio

- **B. Liquidity ratio**
- C. Dividend per share
- D. Earnings per share

Answer: B

Explanation:

Liquidity ratios (e.g., current ratio, quick ratio) measure whether a company can cover short-term debts with liquid assets like cash, receivables, and inventory. These ratios provide insight into a supplier's ability to remain operational without defaulting on immediate obligations. Profitability ratios show long-term returns; EPS and dividends per share apply to shareholders, not supply continuity. Responsible sourcing emphasises liquidity as a key measure of supplier stability, as poor liquidity can cause supply interruptions or business failure, jeopardising contracts and buyer obligations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - financial appraisal, liquidity assessment.

NEW QUESTION # 252

Which instance would multiple sourcing be the most applicable approach?

- **A. Sourcing for components required at short notice**
- B. Sourcing a specialised, unique component where the supplier's knowledge is key
- C. Sourcing for the provision of a service, where close relationship management is required
- D. Sourcing for high-cost, strategically important components

Answer: A

Explanation:

Multiple sourcing is particularly beneficial when requirements are time-sensitive and availability is critical.

By engaging more than one supplier, the buyer ensures supply continuity, reduces dependency on a single provider, and improves responsiveness to urgent needs. While sole or single sourcing may suit high-cost strategic components or unique expertise, these arrangements increase dependency risks. For short-notice requirements such as consumables or basic components, multiple sourcing provides resilience and flexibility.

CIPS L4M4 stresses that sourcing strategy should reflect risk, demand variability, and supply criticality, and multiple sourcing directly addresses supply risk mitigation.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - sourcing strategies, single vs multiple sourcing.

NEW QUESTION # 253

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