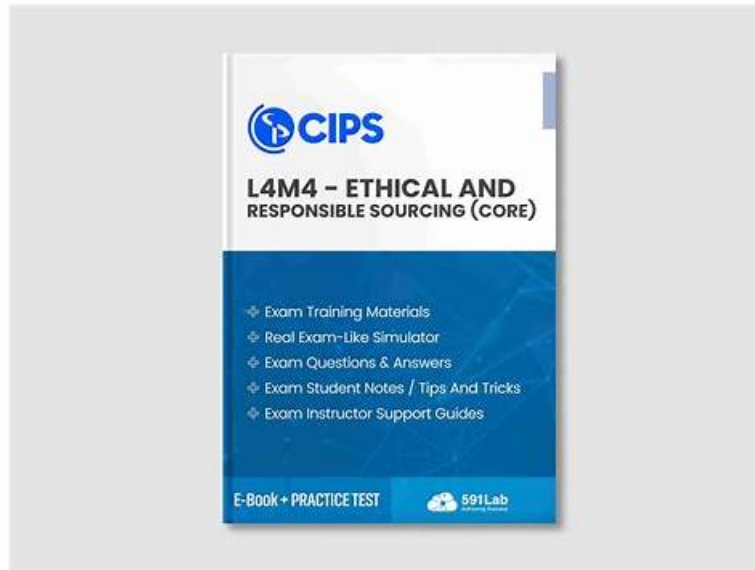


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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> This section examines analyzing market data, obtaining quotations tenders, 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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New L4M4 Exam Test - Hottest L4M4 Certification

The CIPS L4M4 certification is on trending nowadays, and many CIPS aspirants are trying to get it. Success in the L4M4 test helps you land well-paying jobs. Additionally, the L4M4 certification exam is also beneficial to get promotions in your current company. But the main problem that every applicant faces while preparing for the L4M4 Certification test is not finding updated Ethical and Responsible Sourcing (L4M4) practice questions.

CIPS Ethical and Responsible Sourcing Sample Questions (Q88-Q93):

NEW QUESTION # 88

Which of the following are considerations when evaluating quality as a criterion for supplier selection? Select TWO that apply.

- A. The supplier's environmental impact analysis
- B. Certification to the management system ISO 9001
- C. The existence of Total Quality Management (TQM) and a continuous improvement culture
- D. The existence of policies and initiatives toward more sustainable packaging and materials
- E. Certification to the management system ISO 14001

Answer: B,C

Explanation:

Total Quality Management (TQM) practices and ISO 9001 certification are indicators of a supplier's commitment to quality. Responsible sourcing evaluates these factors to ensure suppliers meet high-quality standards and continuous improvement expectations.

NEW QUESTION # 89

A buyer for a large manufacturing organisation is assessing a sole supplier tender opportunity. The buyer is finding it challenging to differentiate the proposals on unit purchase price. Are there any added values that the procurement manager can use to leverage the sole supplier proposal?

- A. Yes, but only if the buyer decides to re-start the tender opportunity
- B. No, because a buyer has no leverage over a sole supplier
- C. Yes, the buyer can negotiate on aspects such as after-sales service
- D. No, the buyer must make the decision based on the existing information

Answer: C

Explanation:

In cases where price differentiation is minimal, negotiating on added-value services like after-sales support can offer additional benefits. This aligns with responsible sourcing by focusing on long-term value and fostering a cooperative relationship with the supplier.

NEW QUESTION # 90

In a negotiation, a supplier does not want to upset or offend the buyer, so concedes their own requirement in order to ensure harmony. Which negotiation tactic is the supplier using?

- A. competitive
- B. accommodating
- C. collaborative
- D. compromising

Answer: B

Explanation:

This is accommodating: the supplier puts the buyer's interest above his own.

This is from the Thomas Killman model of conflict resolution. There are 5 strategies; competitive, collaborative, avoiding, accommodating and compromising. In the study guide it doesn't mention the name of the model but you do need to know the 5 strategies. The model comes up a lot in other modules so is a good one to learn. Particularly L5M1 which is about management theory.

NEW QUESTION # 91

The procurement team received an urgent request from the business to source quotations for pestcontrol services. The team decided to use a local newspaper to advertise the requirements. Was this an appropriate approach to use in the circumstances?

- A. Yes, so that the local pest control sector can decide between them who should bid

- B. No, because they might receive too many irrelevant proposals which may delay the assessing process
- C. Yes, they must seek as many bids as possible, even if it takes longer
- D. No, because international vendors must also be notified of the opportunity

Answer: B

Explanation:

Advertising in a local newspaper for a specialized requirement can lead to irrelevant bids, delaying the process. Efficient sourcing practices recommend targeted advertising to reach qualified suppliers, ensuring timely responses and reducing assessment time, especially for urgent needs.

NEW QUESTION # 92

Which of the following characteristics are likely to be required within sourcing processes undertaken in the public sector?

- * An emphasis on long-term supplier relationships where possible
- * Maintaining service levels within value and cost parameters
- * All dealings between buyers and suppliers are kept confidential
- * A competitive tendering process is usually encouraged

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

Answer: D

Explanation:

In public sector procurement, maintaining service levels within value and cost parameters is essential to ensure efficient use of public funds. Additionally, a competitive tendering process is encouraged to promote transparency, fairness, and value for money. While long-term supplier relationships can be beneficial, they are not always feasible or emphasized in the public sector due to regulations requiring periodic re-tendering.

Confidentiality is important, but public sector procurement often requires a degree of transparency that precludes complete confidentiality in dealings.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 1.4: Public Sector Procurement Characteristics

NEW QUESTION # 93

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