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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 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 3	<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 4	<ul style="list-style-type: none"> • Understand the key processes that can be applied to the analysis of potential external suppliers:

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

NEW QUESTION # 221

A prequalification questionnaire can allow a buyer to determine whether or not a potential supplier shares the same ethical values at an early stage of a procurement process. Obtaining confirmation that a supplier has not previously been convicted of breaches of modern slavery legislation belongs to which form of evaluation criteria?

- A. Economic
- B. Quality
- C. Environmental
- **D. Social**

Answer: D

Explanation:

Modern slavery and human rights are social sustainability issues. Under the triple bottom line (environmental, social, economic), the social dimension covers labour rights, working conditions, equality, and compliance with modern slavery laws. Responsible sourcing requires buyers to integrate such social criteria in supplier prequalification to prevent unethical practices from entering supply chains. Environmental criteria cover impacts like carbon and waste; economic focuses on cost and competitiveness; quality addresses technical performance. Including modern slavery checks at the prequalification stage reflects due diligence and ensures alignment with legal and ethical obligations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - triple bottom line; ethical sourcing and social responsibility.

NEW QUESTION # 222

ABC Ltd works with supplier XYZ Ltd who uses a variety of subcontractors. ABC has recently learned of an ethical breach being committed by one of XYZ's subcontractors. What should ABC do?

- **A. Recommend remedial action**
- B. Terminate the contract
- C. Seek compensation
- D. Research alternative suppliers

Answer: A

Explanation:

ABC should do a 'root cause analysis' to find out where the issue has come about, and why. From there, once they know what the breach is and how serious it is, they can suggest corrective action.

They can't jump straight to terminating the contract or seeking damages as it's not the supplier itself but rather the subcontractor. Also that would be really hasty considering we don't know what the issue is and what the market conditions are like. That supplier may be the only one who can provide the product. We also don't know if the supplier knows about the issue themselves.

NEW QUESTION # 223

A buyer of bakery and cereal products has tracked wheat prices. Severe weather has reduced wheat supply globally, but demand remains high. How can this research help the buyer?

- A. The price for wheat-based produce will not be affected as demand is still high
- **B. Bakery produce is likely to be at a lower price as there is less wheat flour available**

- C. The buyer will find it difficult to negotiate a lower price for wheat-based ingredients
- D. The buyer will be in a strong bargaining position to reduce prices

Answer: C

Explanation:

Global shortages combined with steady or high demand create upward price pressure. This reduces the buyer's bargaining power, making it difficult to negotiate lower prices. Instead, suppliers are justified in raising prices to reflect scarcity. Options A and C are contradictory to economic principles, while B ignores the impact of shortages on pricing. Responsible sourcing requires buyers to anticipate such conditions using market intelligence and mitigate risks through forward contracts, alternative sourcing, or hedging strategies, rather than relying on negotiation leverage during shortages.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implications" - commodity volatility and negotiation power.

NEW QUESTION # 224

Economic indices track a market's stability and health. One of these indices is the Consumer Price Index (CPI). Which of the following are aspects of the Consumer Price Index? Select TWO that apply.

- A. The CPI tracks variations in prices in a particular geographical location
- B. The CPI tracks the weighted average prices of selected commodities within the country
- C. The CPI shows that prices are influenced by tax thresholds rates rather than inflation rates
- D. The CPI helps in calculating the exchange rates and tariffs used in setting prices for imports
- E. The CPI tracks the performance of selected companies in different stock markets

Answer: A,B

Explanation:

The Consumer Price Index (CPI) measures the average change over time in the prices paid by consumers for a market basket of goods and services. It reflects price variations in specific geographical locations and tracks the weighted average prices of selected commodities, providing insights into inflation and cost of living.

Exact Extract from Study Guide:

"The Consumer Price Index (CPI) tracks variations in prices for a range of consumer goods and services over time, in a particular geographic location."

NEW QUESTION # 225

Which of the following can be undertaken by the buyer in relation to the governance of a supplier's ethical and sustainable behaviours?

- * Review the insurance clauses in the contract
- * Check that the supplier's internal policies are up to date
- * Check the supplier's conflict of interest register for their contract
- * Review the non-disclosure agreement for their contract

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

Answer: B

Explanation:

Regularly checking supplier policies and conflict of interest registers helps ensure that suppliers are upholding ethical standards, which supports responsible sourcing practices. This governance activity aligns with ethical guidelines to promote transparency and prevent conflicts that could affect the integrity of the supply chain.

NEW QUESTION # 226

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