

Exam Sample L4M4 Online | L4M4 Vce Format

L4M4 - Chapter 1 exam 2024 with 100% correct answers

What is Tactical sourcing? - correct answer ✓✓ Low level decision making

High profit, low risk items

Short term projects

Transactional relationships

What is Strategic sourcing? - correct answer ✓✓ Top level decision making

High profit, high risk items

Long term projects

Collaborative relationships

What factors typically represent value to the procurement organisation when sourcing? - correct answer ✓✓ Price, Delivery, Quality, Ethics, Sustainability, Availability

Novack and Simco's 11-stage sourcing process - correct answer ✓✓ 1. Identify needs

2. Define user requirements

3. Decide whether to make or buy

4. Identify purchase type (new buy, modified re-buy, straight re-buy)

5. Carry out market analysis

6. Identify potential suppliers

7. Pre-screen suppliers and create a shortlist

8. Evaluate shortlisted suppliers

9. Supplier selection

10. Final product or service delivered

11. Evaluate supplier performance

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Are you still worried about not passing the L4M4 exam? Do you want to give up because of difficulties and pressure when reviewing? You may have experienced a lot of difficulties in preparing for the exam, but fortunately, you saw this message today because our well-developed L4M4 Exam Questions will help you tide over all the difficulties. As a multinational company, our L4M4 training quiz serves candidates from all over the world.

CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> Understand the key processes that can be applied to the analysis of potential external suppliers:
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 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 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.
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>> Exam Sample L4M4 Online <<

Online CIPS L4M4 Web-based Practice Test

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CIPS Ethical and Responsible Sourcing Sample Questions (Q181-Q186):

NEW QUESTION # 181

A procurement manager who works in the public sector has received 8 submissions to a tender opportunity that was advertised on OJEU. The average price submission for the contract was £1m but one supplier has submitted a price of £200,000, which the procurement manager has identified as being 'an abnormally low tender'. What should be the procurement manager's course of action?

- A. award the bid a 0 for price
- B. automatically dismiss the low bid
- C. investigate the low bid
- D. award the contract to the low bid as this represents better value for money

Answer: C

Explanation:

You should investigate automatically low tenders by clarifying the bid with the supplier. It could be they have misunderstood the requirement. Or the bid could be genuine and they can really provide best value for money. But without enquiring, you just don't know.

NEW QUESTION # 182

Which is an example of a criterion for supplier selection during a tender for a hospital build to demonstrate the people element of the 'triple bottom line'?

- A. Building design is thermal efficient to meet carbon trust targets
- B. Demonstrated commitment to a labour industry code of conduct
- C. Specifications are designed with appropriately certified materials
- D. Project plan is designed to use reverse logistics

Answer: B

Explanation:

The 'people' element of the triple bottom line focuses on social responsibility, including fair labor practices and community engagement. A supplier's demonstrated commitment to a labor industry code of conduct indicates adherence to ethical labor standards, such as fair wages, safe working conditions, and respect for workers' rights, aligning with the social sustainability goals of the project.

Exact Extract from Study Guide:

"The triple bottom line - profit, people and planet

* Adopt sustainable practices, standards and specifications in the supply chain

* Consider the social impact of the organisation's behaviours

* Design procurement processes to deliver social outcomes as well as, or as an alternative to, normal economic measures of value"

NEW QUESTION # 183

Why do tenders often have longer timescales in the public sector compared with private sector?

- A. There is wider stakeholder involvement in the public sector
- B. There is a more detailed debrief requirement in the public sector
- C. All public sector purchases must use a tendering procedure
- **D. Regulation of the public sector dictates minimum timescales**

Answer: D

Explanation:

Public sector procurement is governed by statutory regulations (such as EU Procurement Directives or UK Public Contracts Regulations) that impose minimum timescales for fairness, transparency, and supplier access. For example, open tendering requires a minimum response period to allow all interested suppliers to participate equally. While stakeholder involvement and debriefing are also features of public procurement, the defining reason for longer timelines is legal compliance. Private sector organisations, by contrast, can set flexible timelines based on complexity and urgency. Responsible sourcing in public procurement ensures equitable access and avoids supplier discrimination.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implications" - public vs private procurement obligations.

NEW QUESTION # 184

Which of the following Incoterms has the lowest risk for the supplier?

- **A. ex works**
- B. delivered duty paid
- C. delivered at terminal
- D. free on board

Answer: A

Explanation:

Ex-Works has the lowest risk to the supplier- in Exworks the buyer collects the items directly from the supplier - so they have all the issues and risks of transporting it back home.

There are many question on Incoterms CIPS can ask. But as there's such a huge bank of questions it's really hit or miss if you'll get one of those question. Two students sitting the exam at the same time in the same study centre can get different question sets. One person can get 3 Incoterm questions and the other gets 0.

I would learn the major ones- the ones at the ends of the table in particular because these are the ones question are likely to be about. Ex works / Free carrier and Delivered at Place Unloaded/ De-livered Duty Paid in particular.

I like this graph as I'm a visual person. I think it makes it easier to understand than the study guide:

Shipping Incoterms: the Complete Guide - Guided Imports

NEW QUESTION # 185

A procurement manager has developed some reports in order to analyse total company expenditure on bought-in goods and services from external suppliers. Expenditure information by product category or supplier can achieve which of the following? Select TWO that apply.

- A. Identify how obsolete stock items can be disposed of in a sustainable way
- B. Help the organisation set its marketing strategy
- C. Provide analysis to help with planning production schedules
- **D. Provide information on costs and trends to compare with previous time periods**
- **E. Highlight opportunities for negotiating better prices and reducing costs with suppliers**

Answer: D,E

Explanation:

Analysing expenditure data by product category or supplier enables procurement managers to:

* Negotiate Better Prices: Identifying high-spend areas or suppliers can provide leverage in negotiations, leading to cost reductions.

* Monitor Cost Trends: Tracking expenditure over time helps in understanding cost fluctuations, budgeting, and forecasting future spend.

Exact Extract from Study Guide:

