

Exam L4M4 Questions Answers, L4M4 Reliable Test Online

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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By concluding quintessential points into Ethical and Responsible Sourcing practice materials, you can pass the exam with the least time while huge progress. Our experts are responsible to make in-depth research on the exams who contribute to growth of our L4M4 practice materials. Their highly accurate exam point can help you detect flaws on the review process and trigger your enthusiasm about the exam. What is more, L4M4 practice materials can fuel your speed and the professional backup can relieve you of stress of the challenge.

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">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"> • This section examines analyzing market data, obtaining quotations • tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
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 (Q273-Q278):

NEW QUESTION # 273

What mechanism helps buying organisations achieve a best value outcome in a tender exercise?

- A. Restricting the number of bidders
- B. Timetabling the process
- C. Providing a debrief
- D. Advertising requirements

Answer: C

Explanation:

Providing a debrief allows suppliers to understand the tender process and learn areas of improvement, promoting transparency. This practice supports responsible sourcing by fostering a fair, competitive environment and encouraging suppliers to improve their future offerings.

NEW QUESTION # 274

What is the best way to demonstrate that your organisation does not tolerate bribery and corruption?

- A. Not working with suppliers who have a reputation for bribery
- B. Asking all suppliers to read your organisation's anti-bribery policy
- C. Having full anti-bribery training, policies, and procedures in place
- D. Requesting suppliers' ethical policies annually

Answer: C

Explanation:

The most effective way to demonstrate zero tolerance is by embedding a comprehensive anti-bribery framework: clear policies, mandatory staff and supplier training, reporting channels, and monitoring. Simply requesting suppliers' policies or avoiding known offenders is reactive, not proactive. Requiring suppliers to read policies without internal enforcement lacks substance. CIPS highlights that robust governance structures, supported by recognised frameworks such as the UK Bribery Act or FCPA, reinforce organisational credibility, protect reputation, and ensure compliance. This builds trust across supply chains and ensures ethical standards are maintained.

Reference: CIPS L4M4 Study Guide (v2), LO: "Concepts" - ethics, anti-bribery and corruption frameworks.

NEW QUESTION # 275

A 'carnet' provides evidence of the origin of goods shipped in an international trade transaction. Is this statement correct?

- A. Yes, it is only used when exporting goods from Europe and confirms the country of origin
- B. No, it is a document that allows the temporary free movement of goods

- C. It is a widely used import document that confirms the origin of goods
- D. No, it is a type of insurance cover to protect against loss of goods in transit

Answer: B

Explanation:

A carnet (specifically an ATA Carnet) is a customs document that allows for the temporary duty-free and tax-free movement of goods across international borders. It is commonly used for exhibitions, fairs, and professional equipment but is not proof of origin. Proof of origin is instead provided by a certificate of origin or other trade documents. It is also not an insurance policy. Responsible sourcing requires buyers to distinguish between documents used for temporary movement (carnet), origin evidence (certificate of origin), and risk transfer (insurance). Correct understanding avoids compliance failures, delays, or unexpected costs in international trade.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - international sourcing documentation.

NEW QUESTION # 276

Pre-qualification of suppliers is used to determine if the suppliers meet the basic requirements of the buying organisation. Which of the following is assessed at the pre-qualification stage?

- A. capability, culture and pricing schedules
- **B. financial stability, capacity and capability**
- C. capacity, capability and pricing structure
- D. pricing structure, ethics and financial stability

Answer: B

Explanation:

The correct answer is financial stability (this is done by using all of those lovely ratios in chapter 1.3) and capacity and capability (which are part of Carter's 10 Cs).

At PQQ stage you're looking purely at whether the supplier is good or bad (to put it simply). You don't give them details of your requirement yet, so they're not providing a quote / pricing structure / price schedule at this point in time. That would be at the next stage, IF they pass PQQ, when you issue the tender competition.

NEW QUESTION # 277

Intra-company trading allows business units within a large enterprise to supply goods or services to another.

What are the likely objectives of intra-company trading?

Enhances production capacity utilisation

Offsets some of the fixed costs of the supplying entity

Compensates the supplying unit for the less effective technology applied Ensures internal technology always out-performs that of external suppliers

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

Answer: B

Explanation:

Intra-company trading aims to optimize internal resources by enhancing production capacity utilization and offsetting fixed costs. By supplying goods or services internally, organizations can achieve economies of scale and better allocate resources. However, compensating for less effective technology or ensuring superior internal technology over external suppliers are not primary objectives of intra-company trading.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 1.1.2: Make or buy decisions and the role of intra-company trading

NEW QUESTION # 278

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