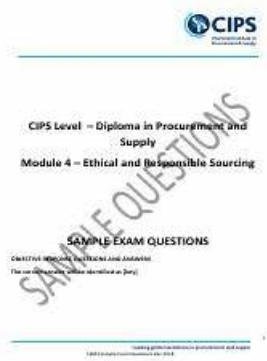


# CIPS L4M4 PDF Questions Exam Preparation and Study Guide



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## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• Understand the key processes that can be applied to the analysis of potential external suppliers:</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• This section examines analyzing market data, obtaining quotations</li><li>• tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.</li></ul>

- 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 (Q135-Q140):

#### NEW QUESTION # 135

Jack Green is planning to use competitive tendering to source a new component for a new product that the customer research department has been developing for the domestic market. Jack is intending to use an open tender process. Which of the following aspects must Jack consider if an open tender procedure is to be used?

- A. There must be an adequate number of suppliers in the market
- B. The tender will only be advertised in marketing journals
- C. The bidders must be pre-qualified prior to invitation to tender
- D. The price will be the only criterion for supplier selection

**Answer: A**

Explanation:

In an open tender process, any supplier can submit a bid, and there is no pre-qualification stage. This approach is suitable when the requirements are well-defined, and there is a sufficient number of suppliers in the market to ensure competition. However, if too many suppliers respond, it can lead to an overwhelming number of bids to evaluate. Therefore, it's essential to consider the number of potential suppliers in the market before opting for an open tender.

Exact Extract from Study Guide:

"Open procedure - used for well-specified requirements and there is no pre-qualification of bidders. Many suppliers could submit a bid, which could result in lots of bids to assess, so the open procedure is normally only used where the number of potential bidders is expected to be relatively low."

#### NEW QUESTION # 136

Which of the incoterms listed are suitable for transporting goods via train?

- A. FOB
- B. CRF
- C. FAS
- D. EXW

**Answer: D**

Explanation:

EXW- exworks is a suitable incoterm for transporting goods both by rail and boat. It can be used regardless of the mode of transport. The other three are for transport over water. P. 143 Shipping Incoterms: the Complete Guide - Guided Imports Some students report a lot of questions on Incoterms in the exam, some say they only had 1. Best bet is to learn them if you possibly can.

#### NEW QUESTION # 137

When looking at credit scores, a supplier may be classified as a high risk for reasons that are not linked to poor credit. Which of the following could these be? Select TWO

- A. The organisation has lots of fixed assets
- B. The organisation is new
- C. The organisation does not employ many people
- D. The organisation has no loans or credit cards

**Answer: A,D**

Explanation:

New organisations or those with no loans/ credit cards may have low credit scores. This is simply because they do not have enough financial history to make their scores good. That means banks automatically class them as higher risk, because they simply don't know that they're trustworthy yet.

#### NEW QUESTION # 138

A procurement manager of a medium-sized company has suggested to their executive board that implementing an ISO environmental standard would improve procurement practices and reduce environmental and social impacts. However, some colleagues are concerned about the potential complexity and supplier resistance. Should the company go ahead with the recommendation?

- A. Yes, as it would align with, and help to achieve, sustainability goals
- B. No, ISO standards are too complex for staff and suppliers to understand and follow
- C. No, because ISO standards are only relevant to large organisations
- D. Yes, implementation would guarantee that the company is compliant with all environmental laws

**Answer: A**

Explanation:

Adopting ISO environmental standards aligns procurement practices with sustainability goals and helps reduce environmental and social impacts. Although implementing ISO standards may require initial adjustments, they foster long-term benefits by promoting responsible and ethical sourcing practices across the supply chain.

#### NEW QUESTION # 139

Which of the following should be assessed in supplier proposals to check compliance with environmental, social, and governance (ESG) standards? Select THREE that apply.

- A. The company's code of ethics
- B. The company's criteria for make or buy decisions
- C. The company's policy on carbon emissions
- D. The company's employee working conditions
- E. Procedures on intra-company trading
- F. The financial stability of the company

**Answer: A,C,D**

Explanation:

Employee working conditions, a code of ethics, and a carbon emissions policy are all indicative of a supplier's commitment to ESG standards. Assessing these factors aligns with responsible sourcing practices, which prioritize sustainability and ethical considerations.

#### NEW QUESTION # 140

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