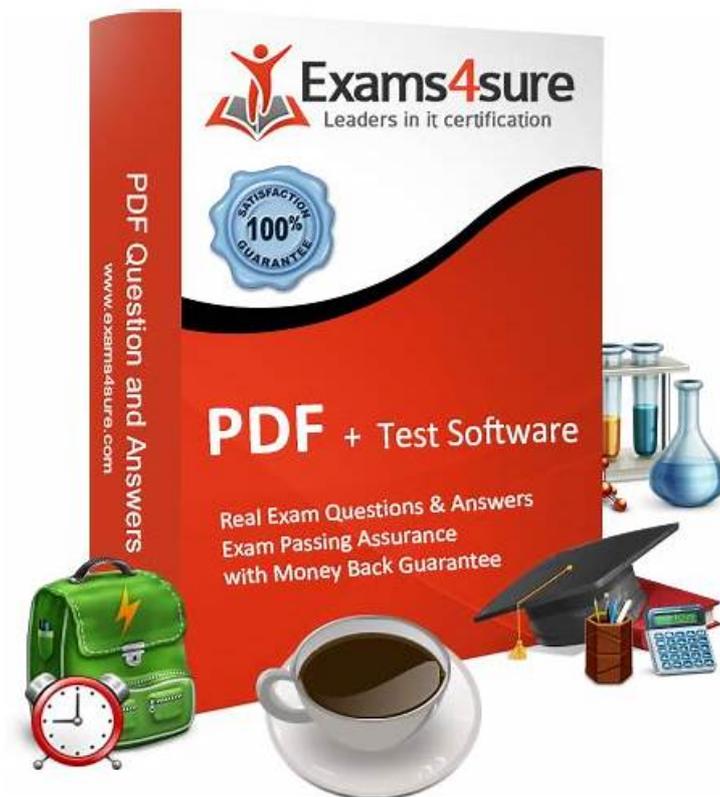


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CIPS L4M4 Exam Syllabus Topics:

Topic	Details

Topic 1	<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 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 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"> • This section examines analyzing market data, obtaining quotations • tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.

CIPS Ethical and Responsible Sourcing Sample Questions (Q249-Q254):

NEW QUESTION # 249

A Request for Quotation asks a supplier to submit a price only, with no other details provided. Is this TRUE?

- A. No - quotations provide samples too
- B. Yes- price is the only factor considered
- C. Yes- this ensures the cheapest supplier is appointed
- **D. No - specifications, technical details and quantities can also be provided**

Answer: D

Explanation:

Request for Quotations can include more details than just prices. They can include specs and technical drawings and samples. It's like saying 'we can give you this price with these conditions'.

The other no answer is wrong because RfQ don't always include samples. A sample wouldn't be possible for a quote for an IT consultancy piece of work.

NEW QUESTION # 250

A buyer might opt to do an 'Invitation to Tender' rather than a 'Request for Quotation' process because ...

- **A. The nature of the goods or services being purchased is complex and high value**
- B. The contract will be low value and there are many suppliers, so a simpler approach is required
- C. Time is of the essence, and decisions need to be made quickly without additional stakeholder involvement
- D. The supplier market is an oligopoly where there are a few large suppliers dominating the market

Answer: A

Explanation:

An Invitation to Tender (ITT) is typically used for complex, high-value procurements where the quality and specific features of the goods or services are of paramount importance. This approach ensures that ethical and responsible sourcing criteria are met, aligning with best practices in procuring specialised goods or services.

NEW QUESTION # 251

A public sector buyer has run a competitive tender, for which there were eight bidders. All bidders have met the public sector organisation's minimum standards. In addition, they must also meet several other requirements. The buyer will make the contract award decision based on which of the following?

- A. The bidder's price
- B. The supplier location
- C. Framework agreement terms
- **D. Weighted criteria**

Answer: D

Explanation:

Weighted criteria allow the buyer to evaluate multiple factors, not just price, to make a fair and balanced decision. This approach ensures responsible sourcing by considering quality, sustainability, and other relevant factors alongside cost, which aligns with public procurement ethics and standards.

NEW QUESTION # 252

Commodities can be traded on a stock exchange and are generally divided into one of four categories. Which of the following is not one of these four categories?

- A. plastics
- B. livestock
- C. metals
- D. energy

Answer: A

Explanation:

Plastic is not a commodity. A commodity is something that is naturally occurring and plastic is manufactured. The other category of commodity is agriculture.

NEW QUESTION # 253

The bill of lading is one of the main documents associated with sea freight within international sourcing. Which of the following statements represent some of the uses of the bill of lading? Select TWO that apply.

- A. It provides evidence of the title of ownership of the goods
- B. It provides evidence guaranteeing the use of Incoterms on the goods
- C. It provides evidence of the country of origin of the goods
- D. It provides evidence of the contract of carriage for the goods
- E. It provides evidence that the goods are fully insured in transit

Answer: A,D

Explanation:

The bill of lading serves as both a receipt of goods and a document of title, which means it confirms the contract of carriage and can transfer ownership. Responsible sourcing in international trade requires precise documentation, which is why the bill of lading is critical in verifying both carriage and title.

NEW QUESTION # 254

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