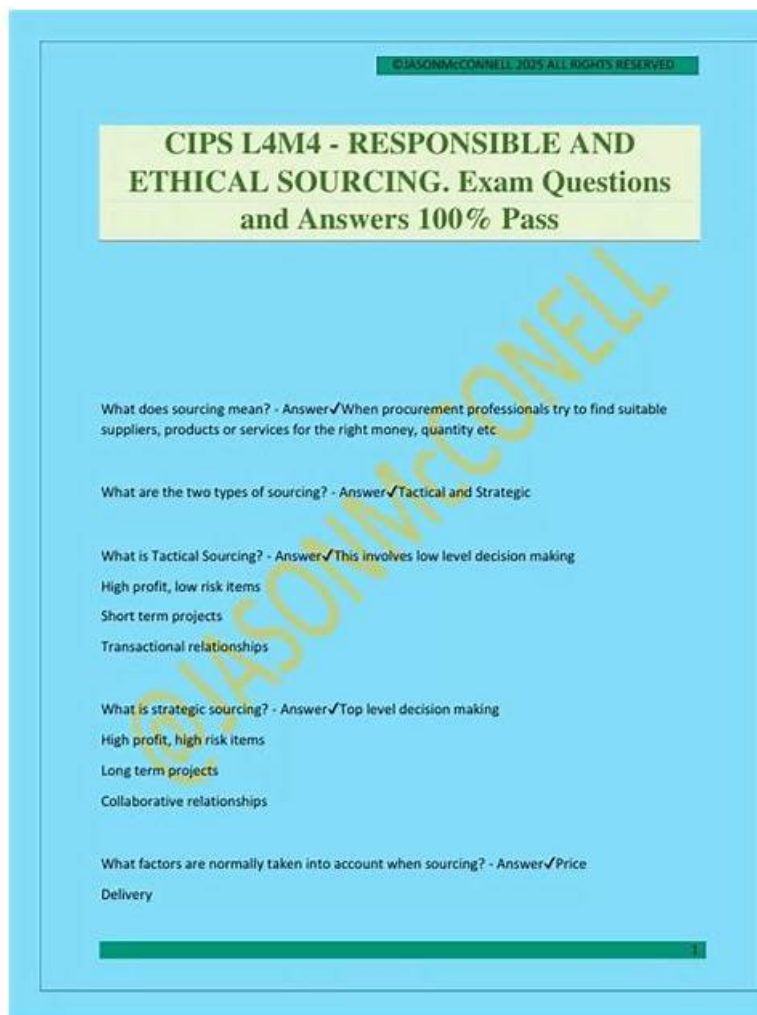


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CIPS L4M4 Exam Syllabus Topics:

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 the key processes that can be applied to the analysis of potential external 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 (Q249-Q254):

NEW QUESTION # 249

Which of the following information can facilitate international imports and exports?

- * Product quality statistics
- * Certificate of origin
- * Purchase order
- * Supplier financial position

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

Answer: B

Explanation:

International trade relies on proper documentation. A certificate of origin (2) confirms where goods are produced, often required for customs clearance and to determine tariffs. A purchase order (3) provides formal buyer intent and agreement of terms, forming the basis for customs and logistics processes. Product quality statistics (1) and supplier financial position (4) are relevant for supplier selection and monitoring but not directly for import/export processes. Responsible sourcing requires procurement professionals to ensure correct documentation is used to avoid delays, penalties, or breaches of trade regulations.

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

NEW QUESTION # 250

Placing varied importance on different sections of a tender submission is known as what?

- A. Bias
- **B. Weighting**
- C. Scaling
- D. Compliance

Answer: B

Explanation:

Weighting is the process of assigning different levels of importance to evaluation criteria within a tender assessment, such as price, quality, sustainability, and delivery. This ensures that the final decision reflects organisational priorities and achieves best value rather than focusing on a single factor. Bias refers to unfair preference, compliance relates to meeting mandatory requirements, and scaling

refers to scoring ranges rather than importance. Ethical and responsible sourcing promotes weighting as it supports transparent, objective, and defensible evaluation decisions aligned with value-for-money and sustainability objectives.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - evaluation methods; weighted scoring models.

NEW QUESTION # 251

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 3 only
- C. 2 and 3 only
- D. 1 and 2 only

Answer: D

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 # 252

You have been asked to purchase 500 pens of a specific brand. You decided to use a weighted points system for assessment of proposals. Is this approach appropriate?

- A. Yes, you should follow the same procurement process irrespective of the circumstances
- B. Yes, a weighted points system is always the best way to evaluate bids
- C. No, you should only use a weighted points system for high-spend procurement
- D. No, it is not necessary as in this case, you are mainly concerned with price

Answer: D

Explanation:

Weighted points systems are appropriate for complex or high-value purchases where multiple factors (e.g., quality, sustainability, delivery) must be balanced. For simple, low-value purchases like pens, price is typically the only differentiating factor. Using a weighted points system would overcomplicate the process, wasting resources. Responsible sourcing requires proportionality - applying robust evaluation methods where justified, while keeping processes simple and efficient for routine purchases. This ensures efficiency without compromising governance, freeing procurement resources for strategic projects.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - proportionality in procurement methods.

NEW QUESTION # 253

In which type of sourcing arrangement would the development of a strategic alliance be the most appropriate?

- A. Single sourcing
- B. Competitive sourcing
- C. Multiple sourcing
- D. Internal sourcing

Answer: A

Explanation:

Strategic alliances are most appropriate in a single sourcing arrangement where the buyer relies on one supplier for a significant proportion of supply. Single sourcing encourages long-term collaboration, trust, joint investment, innovation, and shared risk management. Strategic alliances are not suitable for competitive or multiple sourcing, where maintaining competition and switching flexibility is the priority. Internal sourcing does not involve an external supplier relationship. Ethical and responsible sourcing promotes strategic alliances where long-term value, sustainability, quality improvement, and supply continuity are critical to organisational success.

Reference: CIPS L4M4 Ethical & Responsible Sourcing Study Guide (v2) - sourcing strategies; single sourcing and supplier relationships.

NEW QUESTION # 254

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