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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	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	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 3	Understand the key processes that can be applied to the analysis of potential external suppliers:
Topic 4	- This section examines analyzing market data, obtaining quotations - tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.

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CIPS Ethical and Responsible Sourcing Sample Questions (Q236-Q241):

NEW QUESTION # 236

Which of the following is a measure of liquidity?

- A. Gearing
- B. Total Asset Turnover
- C. Current Ratio
- D. Return on Investment

Answer: C

Explanation:

Liquidity measures a company's ability to meet short-term obligations. The current ratio = current assets ÷ current liabilities, indicating whether the business can cover debts due within one year. Ratios above 1 suggest healthy liquidity, though excessively high ratios may show underutilised cash. Gearing reflects debt-to-equity (solvency); ROI assesses profitability; total asset turnover measures efficiency. Responsible sourcing requires buyers to evaluate liquidity to ensure suppliers have the working capital to maintain operations and deliver reliably. Poor liquidity is a red flag for potential supply disruption.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - financial ratios and their interpretation.

NEW QUESTION # 237

Guillermo is a Category Manager within the procurement department of a Manufacturing company. In his Category there are 200 items he procures, and he has recently undertaken an ABC analysis of these. Which of the following items would be C category items?

- A. strategic sourcing
- B. tail spend
- C. high value items
- D. one-off purchases

Answer: B

Explanation:

The C category is the 'tail spend' - it represents a large number of suppliers of small value items.

I recommend giving this a read ABC Classification & ABC Method | CIPS

NEW QUESTION # 238

Why is it important, when awarding high-value contracts, for a buyer to conduct a financial assessment of a supplier?

- A. A supplier who is highly profitable will be charging prices higher than the average market rate
- B. Financial assessments provide a holistic view of a company's capability, including quality and delivery performance
- C. The buyer must ensure continuity of supply because financial problems of a supplier could affect the supply
- D. If a supplier has a high credit score, this means it pays its own suppliers late, which could result in stock outs

Answer: C

Explanation:

Financial assessments help ensure a supplier can meet the demands of a high-value contract without disruptions. This aligns with responsible sourcing principles by promoting stable supplier relationships and reducing the risk of supply chain interruptions due to financial instability.

NEW QUESTION # 239

Added value can be objectively defined. Is this sentence TRUE?

- A. no - added value may change from one company to another
- B. Yes- added value is the same for all organisations
- C. no- added value is always intangible
- D. Yes- added value should be assessed along with price

Answer: A

Explanation:

The correct answer is 'no - added value may change from one company to another'.

Added value is very subjective. What one person thinks is excellent added value, another may not rate highly.

For example one buyer may consider a supplier having good brand reputation as added value, but another might not care.

The other no answer is incorrect because added value can be tangible or intangible. Tangible means you can touch and see it and intangible means you can't.

NEW QUESTION # 240

A restricted tender process involves supplier selection. This process focuses on which of the following?

- * Production capacity
- * Decommissioning costs
- * Total life cost
- * Financial stability

- A. 2 and 4 only
- B. 1 and 2 only
- C. 1 and 4 only
- D. 1 and 5 only

Answer: C

Explanation:

Restricted tendering involves filtering suppliers through a prequalification stage and then evaluating proposals. The selection focuses on ensuring suppliers have adequate production capacity and financial stability to deliver on requirements. These are critical to continuity, quality, and risk management.

Decommissioning costs are not typically part of supplier selection, and total life cost is an award criterion considered later in evaluation. By checking production capacity and financial stability, buyers mitigate risks of underperformance or financial collapse. This approach aligns with responsible sourcing, where due diligence ensures suppliers can sustainably meet obligations.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - supplier qualification and restricted tendering

NEW QUESTION # 241

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