

Guaranteed L4M4 Questions Answers - Reliable L4M4 Exam Test

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

BTW, DOWNLOAD part of Actual4dump L4M4 dumps from Cloud Storage: https://drive.google.com/open?id=1hr4fQTdjaIX1D1SbJD_aazjvtPGQ0db

The social situation changes, We cannot change the external environment but only to improve our own strength. While blindly taking measures may have the opposite effect. Perhaps you need help with L4M4 preparation materials. We can tell you that 99% of those who use L4M4 Exam Questions have already got the certificates they want. They are now living the life they desire. While you are now hesitant for purchasing our L4M4 real exam, some people have already begun to learn and walk in front of you!

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.

>> **Guaranteed L4M4 Questions Answers** <<

L4M4 - Ethical and Responsible Sourcing –Trustable Guaranteed Questions Answers

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CIPS Ethical and Responsible Sourcing Sample Questions (Q151-Q156):

NEW QUESTION # 151

Tendering is a more formal and regimented process than sending out requests for quotations. Which of the following are services that are often put out to tender? Select THREE.

- A. security
- B. consultancy
- C. provision of raw materials
- D. cleaning
- E. office supplies

Answer: B,C,D

Explanation:

security, consultancy and cleaning are services which are often tendered as they tend to be high value and complex opportunities. Office supplies and raw materials have less variables so you could use a RFQ for these instead.

A hint for this is also the word services. Security, consultancy and cleaning are services. Raw Materials and Office Supplies are goods.

NEW QUESTION # 152

When might a company send a Request for Information (RFI) to a supplier instead of a Request for Quotation (RFQ)? Select TWO that apply:

- A. To ask for the details of the product or the range of services that the supplier has to offer
- B. To determine whether the supplier is able to fulfill a purchase order that has already been placed
- C. To establish the details of environmental and quality certificates that the supplier may have
- D. To negotiate the payment terms detailed in the terms and conditions of sale
- E. To obtain indicative prices that could be offered for a range of required products

Answer: A,B,C,E

Explanation:

A Request for Information (RFI) is utilized during the early stages of the procurement process to gather general information about potential suppliers' capabilities, products, or services. It helps in understanding the market and narrowing down supplier options before moving to more detailed requests like RFQs or RFPs.

* Option B:Obtaining indicative prices helps in budgeting and understanding market rates.

* Option C:Gathering details about products or services allows the buyer to assess the supplier's offerings and suitability.

Options A, D, and E are more appropriate for later stages in the procurement process, such as during RFQs or contract negotiations.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 2.1: Sourcing and Contracting Process

NEW QUESTION # 153

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

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

Answer: B

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 # 154

Greg is doing some research on a potential supplier and is concerned that the supplier's funding is based on long-term debts and loans. Working with this supplier therefore might bring additional risks to Greg's business. What should Greg do about his concerns?

- A. do an Acid Test
- B. use the Return on Investment Ratio
- C. work out the supplier's EBITDA
- **D. work out the supplier's gearing ratio**

Answer: D

Explanation:

Greg needs to use a gearing ratio. Gearing is a measure of how the business is being funded and is based on the ratio of debt to equity Gearing comes up a lot in the exam. Also make sure you know what Return on Investment, Acid Test and EBITDA are. Return on Investment (ROI): How to Calculate It and What It Means (investopedia.com) EBITDA: Definition, Calculation Formulas, History, and Criticisms (investopedia.com) Acid-Test Ratio: Definition, Formula, and Example (investopedia.com)

NEW QUESTION # 155

A buyer for a large manufacturing organisation is assessing a sole-supplier tender opportunity. The buyer is finding it challenging to differentiate the proposals on unit purchase price. Are there any added values that the procurement manager can use to leverage the sole-supplier proposal?

- A. No. The buyer must make the decision based on the existing information
- B. Yes, but only if the buyer decides to re-start the tender opportunity
- C. No, because a buyer has no leverage over a sole supplier
- **D. Yes. The buyer can negotiate on aspects such as after-sales service**

Answer: D

Explanation:

Where price leverage is limited, buyers should seek value-adds: extended warranties, service levels, training, spares, delivery schedules, sustainability commitments, or risk-sharing. This aligns with total value and ethical outcomes beyond headline price. Reference: CIPS L4M4 Study Guide (v2): LO "Application" - value analysis/negotiation with limited competition; non-price value levers and responsible outcomes.

NEW QUESTION # 156

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