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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Understand the key processes that can be applied to the analysis of potential external 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">This section examines analyzing market data, obtaining quotationstenders, and assessing responses. The sub-topics focus on key processes for evaluating potential 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 (Q66-Q71):

NEW QUESTION # 66

Commodities are items which can be traded on the stock exchange. These are generally divided into four categories. What are these four categories?

- A. metals, energy, elements and agriculture
- B. fruit, vegetables, meat and dairy
- C. energy, agriculture, metals, livestock
- D. chemicals, agriculture, metals and livestock

Answer: C

Explanation:

energy, agriculture, metals, livestock are the four trading categories on the stock exchange. Some-times there's a 5th category added which is 'environmental credits'. This is a fairly new thing and you don't need to know anything about this for this exam.

Question no commodities will mainly centre around characteristics of commodities and factors that affect pricing.

Commodities are discussed much more in detail in L5M4. At level 4 you just need a basic overview.

NEW QUESTION # 67

A buyer has been working with their business managers on a tender. The buyer is now assessing the tender proposals from the external market. Is it good practice for the procurement buyer to makesourcing recommendations?

- A. No, the buyer's recommendations are not relevant to the final sourcing decision, which must be taken by the business managers
- B. No, it is a lengthy, costly, and unnecessary step for the procurement buyer to engage business managers
- C. Yes, the procurement buyer can advise on the competitive proposal but should engage with the business managers about the decision to award the tender
- D. Yes, the procurement buyer should assess and take all decisions to award the tender independently of the business managers to avoid conflict of interest

Answer: C

Explanation:

Engaging with business managers while making sourcing recommendations ensures that the buyer considers multiple perspectives, reducing potential biases and improving decision-making. This approach aligns with ethical sourcing practices by promoting collaboration and transparency in tender decisions.

NEW QUESTION # 68

A company has actively included supporting of disadvantaged groups within their ESG commitment. Which of the following groups are considered disadvantaged?

- A. international suppliers
- B. Muslims
- C. pregnant women and children
- D. endangered species

Answer: C

Explanation:

Pregnant women and children are considered 'disadvantaged' by the UN. The other groups the UN call disadvantaged include; the elderly, the immunocompromised, those with disabilities and those living in poverty. This is the list given in the study guide.

A company could help disadvantaged groups in several ways. Firstly by offering employment (obviously not to the children). It could also include helping these groups as part of a Social Value out-come or community benefit scheme.

NEW QUESTION # 69

The balance sheet (Statement of Financial Position) is one of the financial statements used in providing important information required in determining the supplier's financial stability. The balance sheet contains information on such items as...

- A. Cash receipts from customers

- B. Short-term liabilities (unpaid taxes and bank overdraft)
- C. Liquidity ratios, return on capital employed, and gearing
- D. Capital employed, operating expenses, and net profit

Answer: B

Explanation:

The balance sheet provides a snapshot of a company's financial position at a specific point in time, detailing assets, liabilities, and equity. Short-term liabilities, such as unpaid taxes and bank overdrafts, are obligations the company must settle within a year and are critical indicators of the company's liquidity and financial health.

Exact Extract from Study Guide:

"The balance sheet includes details of current liabilities, such as unpaid taxes and bank overdrafts, which are essential for assessing a supplier's short-term financial obligations and overall stability."

NEW QUESTION # 70

What type of ratio is used to measure a company's ability to meet its short-term financial obligations, specifically focusing on its ability to convert assets into cash to cover current liabilities?

- A. Earnings per share
- B. Profitability ratio
- C. Dividend per share
- D. Liquidity ratio

Answer: D

Explanation:

Liquidity ratios, such as the current and quick ratios, evaluate a company's ability to meet short-term liabilities with current assets. This metric is crucial for assessing a supplier's financial stability, ensuring continuity and reliability in the supply chain, which aligns with ethical and responsible sourcing principles.

NEW QUESTION # 71

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