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Undoubtedly, passing the CIPS L4M4 Certification Exam is one big achievement. Regardless of how tough the Ethical and Responsible Sourcing (L4M4) exam is, it serves an important purpose of improving your skills and knowledge of a specific field. Once you become certified by CIPS, a whole new career scope will open up to you.

## CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Understand the key processes that can be applied to the analysis of potential external suppliers:</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>This section examines analyzing market data, obtaining quotations</li><li>tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.</li></ul>

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## CIPS Ethical and Responsible Sourcing Sample Questions (Q279-Q284):

### NEW QUESTION # 279

Dylan is looking to appoint a new supplier of paint to his manufacturing business. The paint will be used to paint buses and taxis and

therefore needs to be high quality and durable. Which of the following should Dylan look for in terms of quality management when appraising the suppliers?

- A. conformance specification
- **B. ISO9001**
- C. Carter's 10 Cs
- D. ESG

**Answer: B**

Explanation:

ISO9001 is Quality Management so is therefore the correct answer. The other options can be used to appraise suppliers but do not link directly or fully to Quality Management.

#### **NEW QUESTION # 280**

What course of action should be taken when an audit of a supplier identifies evidence of human rights malpractice?

- A. Remove all business and inform press organisations to escalate to government authorities
- B. Immediately halt all orders and switch to an alternative source of supply
- **C. Immediately raise the issue with the supplier and jointly develop a timely action plan before a repeat audit**
- D. Allow the supplier to complete current orders while pursuing alternatives

**Answer: C**

Explanation:

CIPS promotes a constructive and corrective approach when suppliers fall short of ethical standards, especially on critical issues like human rights. Immediately cutting ties can harm workers further and disrupt supply without addressing root causes. A responsible sourcing approach requires buyers to engage suppliers, escalate the concern, and establish a corrective action plan with monitoring to ensure compliance. Only if the supplier refuses to act or breaches persist should termination occur. This supports continuous improvement, supplier development, and ethical due diligence, reflecting global standards such as the UN Guiding Principles on Business and Human Rights.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - audits, corrective action plans, ethical risk management.

#### **NEW QUESTION # 281**

The gross profit of a company can be calculated by using a simple formula. What is this?

- **A. total revenue - cost of sales**
- B. cost of sales - fixed assets
- C. debt owed - total sales
- D. assets - liabilities

**Answer: A**

Explanation:

gross profit = total revenue - cost of sales.

Learn all you can about financial ratios and financial statements for the exam- it's a very common topic

#### **NEW QUESTION # 282**

Sourcing products internationally involves extra considerations when looking at the price of the item. Which of the following are additional price considerations for international sourcing? Select TWO

- A. total life cycle costs
- **B. exchange rate**
- **C. tariffs**
- D. batch quantities
- E. tax

**Answer: B,C**



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