

# 100% Pass Quiz 2026 High Pass-Rate CIPS L5M5 Free Sample

**CIPS L4M8 LO2 Exam Questions and Answers 100% pass**

what are the stages of ordering? - Correct Answer ✓✓-1) user need  
2) raise requisition  
3) approved process  
4) issue PO  
5) receive goods/service  
6) approve invoice

what are the stages of sourcing? - Correct Answer ✓✓-1) understand the need  
2) develop strategy  
3) raise requisition  
4) source suppliers  
5) issue ITT/RFQ  
6) negotiate and award contract  
7) SRM/contract management

in what locations can sourcing take place? - Correct Answer ✓✓-- localised  
- regional  
- national  
- global

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## CIPS L5M5 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Understand the impact of ESG (Environmental, Social, and Governance) considerations on ethical and sustainable supply chains: This section of the exam measures the skills of Procurement Managers and covers how ESG principles are applied to secure ethical and sustainable supply chains. It looks at the role of environmental, social, and governance factors in procurement decisions, alongside risks and benefits of ESG adoption. Learners also explore issues such as modern slavery, bribery, and human rights, as well as the importance of diversity, inclusion, and stakeholder management. The section highlights how globalization, culture, and labour practices shape supply strategies and examines potential conflicts that may arise when balancing ESG priorities with business demands.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Understand the importance of compliance with ESG (Environmental, Social, and Governance) factors to achieve ethical and sustainable procurement and supply arrangements: This section of the exam measures skills of Supply Chain Specialists and covers methods to ensure compliance with ESG standards in procurement. It includes the use of supply chain mapping, risk management, stakeholder engagement, and contractual terms to secure sustainable practices. Candidates also learn how to monitor supplier performance, handle non-compliance, and utilize third-party auditors to maintain ethical standards. Relationship management strategies, corrective actions, and escalation processes are emphasized as part of ensuring suppliers meet ESG expectations.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Understand initiatives and standards related to ESG (Environmental, Social, and Governance) that support ethical and sustainable procurement and supply: This section of the exam measures the skills of Procurement Leaders and covers the global frameworks and standards that shape ethical supply practices. It explores international labour standards set by organizations such as the UN and ILO, and labour codes like the Ethical Trading Initiative and SA8000. Candidates also examine external environmental frameworks, industry accreditations, and their role in meeting ESG goals. Finally, this section addresses fair trade principles, organizations such as WFTO and Fairtrade International, and the need to align internal governance with global standards.</li> </ul>

## CIPS Managing Ethical Procurement and Supply (L5M5) Sample Questions (Q38-Q43):

### NEW QUESTION # 38

Which term describes non-binding recommendations that offer guidance on best practices?

- A. Guidelines
- B. Regulations
- C. Statutes
- D. Directives

**Answer: A**

Explanation:

Choice A- These are non-binding recommendations or advice that suggest best practices but do not carry the force of law. This A is the correct choice.

Incorrect answer:

Choice B- These are binding legal rules that must be followed as they have the force of law. They come into force on a set date in all of the member states.

Choice C- In legal contexts (e.g., EU), directives set goals that member states must achieve, but each state decides how to implement them.

Choice D- These are formal written laws passed by a legislative body of a government, and they are legally binding.

Reference:  
LO-2.2; Page 185; Monitoring Contract Performance

### NEW QUESTION # 39

Knowledge that is not taught or learned from books but gained through personal experience is known as what?

- A. Primary knowledge
- B. Inherent knowledge
- C. Implied knowledge
- D. Tacit knowledge

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Documents:

The L5M5 study guide (old p.40, new p.64) defines tacit knowledge as knowledge gained through personal experience, observation, and practice rather than formal education. For example, an employee may develop an instinct for supplier negotiation strategies over years of practice. By contrast, explicit knowledge can be formally recorded and taught. Tacit knowledge provides competitive advantage because it is harder for competitors to imitate. Procurement leaders must capture and share tacit knowledge within teams to strengthen organisational learning.

Reference: Managing Ethical Procurement and Supply (L5M5) Study Guide, p.64

### NEW QUESTION # 40

Juicy Boots has a contract with Orange Ltd containing a Retention of Title Clause. Juicy Boots failed to pay for two deliveries, and Orange Ltd reclaims goods already delivered. Is this valid?

- A. Yes - the product still belongs to Orange Ltd
- B. No - delivery on time transfers ownership
- C. No - if Juicy Boots signed for delivery, goods belong to them
- D. Yes - the product can be reclaimed under any circumstances

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Documents:

A Retention of Title Clause states that ownership of goods remains with the seller until full payment is made. According to the L5M5 study guide (p.190), Orange Ltd legally retains ownership of the fruit delivered until Juicy Boots settles payment. This clause protects suppliers, particularly SMEs, from non-payment risks. Signing for delivery does not override the clause, and timely delivery is irrelevant. Retention of Title is an important risk management tool in procurement contracts.

Reference: Managing Ethical Procurement and Supply (L5M5) Study Guide, p.190

### NEW QUESTION # 41

Which of the following standards is applicable to governments rather than private businesses?

- A. ILO Fundamental Principles of Human Rights
- B. UN Global Compact
- C. OECD Guidelines for MNEs
- D. SA8000

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of Documents:

The ILO Fundamental Principles of Human Rights apply to governments, as ILO conventions must be ratified and enforced at the national level. The L5M5 study guide (p.271) contrasts this with frameworks aimed at businesses: UN Global Compact (A), SA8000 (C), and OECD Guidelines for Multinational Enterprises (D). Governments are responsible for implementing and enforcing ILO standards, while businesses align with other voluntary or certification frameworks. Procurement professionals must understand which standards apply to suppliers and which are obligations for governments when working internationally.

## NEW QUESTION # 42

Roogy Ltd, a UK SME, considers implementing its own environmental standard instead of a global one. What is the advantage of this?

- A. It ensures compliance with local regulations
- B. It will be more easily understood by customers
- C. It will be cheaper
- D. This is a form of greenwashing

**Answer: C**

### Explanation:

## Comprehensive and Detailed Explanation From Exact Extract of Documents:

The L5M5 study guide (p.281) states that the advantage of a company creating its own internal environmental standard is that it is generally cheaper than obtaining a recognised certification like ISO14001. This can be more suitable for smaller firms with limited budgets. However, it is not necessarily easier for customers to understand (A), nor does it automatically ensure compliance with regulations (C). It is not inherently greenwashing (D) unless it is misleading. Procurement professionals should balance cost savings against credibility when considering internal versus recognised environmental standards.

Reference: Managing Ethical Procurement and Supply (L5M5) Study Guide, p.281

## NEW QUESTION # 43

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