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CIPS Ethical and Responsible Sourcing Sample Questions (Q176-Q181):

NEW QUESTION # 176

The procurement team received an urgent request to source quotations for pest control services. The team decided to use a local newspaper to advertise the requirements. Was this an appropriate approach?

- A. No, because international vendors must also be notified of the opportunity
- B. No, because they might receive too many irrelevant proposals which may delay the assessment process
- C. Yes, they must seek as many bids as possible even if it takes longer
- D. Yes, so that the local pest control sector can decide between them who should bid

Answer: B

Explanation:

For urgent, low-value local services, targeted sourcing (e.g., RFQs to pre-vetted suppliers) is more efficient than open advertising that can create excess, low-quality responses and slow down delivery. Responsible practice also considers proportionality and

timely risk control.

Reference: CIPS L4M4 Study Guide (v2): LO "Implementation" - route-to-market choices; proportionality and efficiency in sourcing.

NEW QUESTION # 177

One approach to managing supply risk is by having multiple suppliers of a given product or category of requirements. This approach has both advantages and disadvantages. Which of the following conditions would be a reason for multiple sourcing arrangements?

- A. It increases the risk and costs of switching within the supplier base
- B. It is suitable for high-value requirements such as raw materials
- C. It restricts opportunity for competition within the supplier base
- D. It is suitable for high-value, one-off requirements such as machinery

Answer: B

Explanation:

Multiple sourcing is most effective for strategically important, high-value requirements such as raw materials.

These are continuous, large-volume needs where supply disruptions can be costly and damaging. By using more than one supplier, buyers reduce dependency risks, improve resilience, and increase competitive leverage. One-off requirements like machinery (A) don't benefit from multiple sourcing, while options B and D describe disadvantages rather than reasons for adopting the approach. Responsible sourcing promotes balancing cost, risk, and resilience - and multiple sourcing is a key strategy for critical, ongoing supply categories.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - sourcing strategies and risk management.

NEW QUESTION # 178

The procurement team received an urgent request from the business to source quotations for pest control services. The team decided to use a local newspaper to advertise the requirements. Was this an appropriate approach to use in the circumstance?

- A. No, because they might receive too many irrelevant proposals which may delay the assessing process
- B. No, because international vendors must also be notified of the opportunity
- C. Yes, they must seek as many bids as possible even if it takes longer
- D. Yes, so that the local pest control sector can decide between them who should bid

Answer: A

Explanation:

Advertising in a local newspaper for urgent services like pest control may not be the most efficient approach.

It can lead to an overwhelming number of responses, many of which may not meet the specific requirements, thereby delaying the evaluation process. For urgent needs, direct sourcing from pre-qualified suppliers or using existing frameworks is often more effective.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 2.2: Tendering Procedures

NEW QUESTION # 179

Which of the following items would you expect to find on a balance sheet? Select THREE

- A. net product sales
- B. current assets
- C. gross product sales
- D. stockholders' equity
- E. current liabilities

Answer: B,D,E

Explanation:

current assets, current liabilities and equity can be found on a balance sheet. Net and gross sales will be found on a profit and loss account.

NEW QUESTION # 180

Weighted points systems can be applied to evaluate and compare potential suppliers. For which of the following factors would it be appropriate to use this method?

- * Financial stability
- * Supplier reliability
- * Market demand
- * Negotiation styles

- A. 1 and 2 only
- B. 1 and 4 only
- C. 2 and 3 only
- D. 3 and 4 only

Answer: A

Explanation:

Financial stability and supplier reliability are quantifiable factors suited to weighted points systems, allowing procurement professionals to objectively assess and compare suppliers. This method aligns with ethical sourcing practices by promoting fairness and transparency in supplier selection.

NEW QUESTION # 181

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