

L4M4 examination of the latest CIPS certification exam questions and answers

CIPS L4M4 - RESPONSIBLE AND ETHICAL SOURCING EXAM QUESTIONS & ANSWERS 2024/25

What does sourcing mean? - ANSWERSWhen procurement professionals try to find suitable suppliers, products or services for the right money, quantity etc.

What are the two types of sourcing? - ANSWERTactical and Strategic

What is Tactical Sourcing? - ANSWERThis involves low level decision making

High profit, low risk items

Short term projects

Transactional relationships

What is strategic sourcing? - ANSWERTop level decision making

High profit, high risk items

Long term projects

Collaborative relationships

What factors are normally taken into account when sourcing? - ANSWERSPrice

Delivery

Quality

Ethics

Sustainability

Availability

What are NOVACK and SIMCO'S 11 stage sourcing process? - ANSWERSIdentify needs

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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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 quotations • tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
Topic 4	<ul style="list-style-type: none"> • Understand the key processes that can be applied to the analysis of potential external suppliers:

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CIPS Ethical and Responsible Sourcing Sample Questions (Q147-Q152):

NEW QUESTION # 147

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. chemicals, agriculture, metals and livestock
- D. energy, agriculture, metals, livestock

Answer: D

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 # 148

A supplier operates in a monopolistic market where the threat of entry is low. The product that they offer is key in manufacturing certain types of submarines and there is no known substitute for the product at present.

What type of sourcing relationship is a buyer likely to have with this supplier?

- A. dual sourced
- B. single sourced
- C. multiple sourced
- D. sole sourced

Answer: D

NEW QUESTION # 149

When might a company send a Request for Information (RFI) instead of a Request for Quotation (RFQ)?

(Select TWO)

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

Answer: A,B,E

Explanation:

An RFI is an exploratory tool, used to gather information before specifications or tendering. It is appropriate for obtaining indicative pricing (A), understanding the range of products/services (C), and confirming certifications like environmental or quality standards (D). RFQs, by contrast, request firm pricing based on defined specifications. RFIs are not used to renegotiate existing contracts (E) or agree payment terms (B).

Responsible sourcing emphasises using RFIs to identify suppliers aligned with ethical, environmental, and operational expectations before moving to a formal competitive process.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - RFI, RFQ, and ITT differences.

NEW QUESTION # 150

Incoterms are divided into four main groups to follow movement of goods covering exporter's premises, export/import points, and cost/risk. Which letters represent the groups?

- A. B, C, F, C
- B. A, B, C, D
- **C. E, F, C, D**
- D. E, F, B, C

Answer: C

Explanation:

Incoterms are grouped into four categories:

- * E: Departure (EXW)
- * F: Main carriage unpaid (FCA, FAS, FOB)
- * C: Main carriage paid (CFR, CIF, CPT, CIP)

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - Incoterms groupings and risk allocation.

NEW QUESTION # 151

An organisation is keep to include Social Outcomes in it's assessment for Value for Money for a new tender.

Which of the following should be considered?

- **A. use of local labour to deliver the contract**
- B. accreditations such as Fair Trade
- C. supplier's ESG policy
- D. CO2 emissions of the supplier's delivery vehicles

Answer: A

Explanation:

Social value is about benefitting the local community / society. Therefore of those options listed, use of local labour is the most appropriate to consider.

NEW QUESTION # 152

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