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Question 1:

When deciding on 'Make versus Buy', procurement professionals have to consider the level of competition in supply market. Which of the following will improve the buying organisation's bargaining power?

- ☐ High direct labour costs
- ☒ Substitutes for the product or service are readily available
- ☐ The suppliers are larger than the buying organisation in the industry and more concentrated
- ☐ The market has high entry barrier to new entrants

Question 2:

Which of the following governs the public sector procurement and sourcing within the EU and EEA?

- ☐ The Freedom of Information Act
- ☐ Directive 2014/24/EU
- ☐ Public Contract Regulations
- ☐ Title VI, Treaty of Rome

Question 3:

Which of the following encourages procurement professionals to avoid discrimination, treat suppliers fairly and respectfully and a transparent approach to sourcing?

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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<ul style="list-style-type: none">Understand the key processes that can be applied to the analysis of potential external suppliers:

Topic 4	<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.
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>> L4M4 Lab Questions <<

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CIPS Ethical and Responsible Sourcing Sample Questions (Q82-Q87):

NEW QUESTION # 82

Daniel is evaluating bids from new suppliers who are looking to supply his company XYZ Industries with components for manufacturing. Although price is important, Daniel wishes to consider 'added value'. Which of the following is considered an 'added-value solution'? Select THREE

- A. cost plus pricing
- B. sustainability
- C. bulk discount
- D. on time in full deliveries
- E. innovation

Answer: B,D,E

Explanation:

The correct answers are innovation, on time in full deliveries and sustainability.

The other options are pricing mechanisms rather than 'added value'. Added Value is giving the buyer something extra that's not necessarily financial. It can be as simple as delivering orders quicker than expected, or having a dedicated customer service phone line. Something that makes their lives a little easier.

NEW QUESTION # 83

Which of the following should form part of the initial evaluation process for non-domestic vendor proposals?

- A. Supplier development
- B. Contract management
- C. Internal benchmarking
- D. Incoterm classifications

Answer: D

Explanation:

When sourcing internationally, one of the first evaluation considerations is the use of Incoterms (B), which define the allocation of transport costs, risks, and responsibilities between buyer and supplier. They are essential for evaluating total cost and risk implications of international offers. Contract management and supplier development are post-award activities, while benchmarking is an internal tool. Responsible sourcing stresses the importance of clear Incoterm agreements to avoid disputes, ensure compliance, and fairly allocate responsibilities in global supply chains.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - Incoterms in international evaluation.

NEW QUESTION # 84

When assessing the financial performance of a potential supplier, it is important to understand how much gross profit they are making. The gross profit margin ratio uses which of the following pieces of information from the profit and loss (statement of financial performance)? Select TWO that apply.

- A. Income from sales
- B. Value of equity capital
- C. Total current assets
- D. Cost of goods sold
- E. Current liabilities

Answer: A,D

Explanation:

The gross profit margin ratio is calculated by subtracting the cost of goods sold (COGS) from income from sales, then dividing by income from sales. This ratio indicates the profitability of a supplier, a critical factor in assessing financial health, which helps buyers ensure reliable supply continuity.

NEW QUESTION # 85

Why would you use a credit score to appraise a supplier?

- A. to find out if the supplier has any unethical business practices
- B. to understand the level of risk the supplier poses to your organisation
- C. to find out how much money the supplier has in the bank
- D. to understand if their prices reflect market value

Answer: B

Explanation:

A credit rating generates a score which reflects 'the level of risk an organisation poses when dealing with other businesses'. It's saying how risky it is to loan them money or do business with them by looking at how good they are at paying people. So a high credit rating will say they're good at paying back their loans and paying their suppliers on time. A poor credit rating will say they often miss payments or pay late.

A credit rating will not tell you how much money they have, or details on their prices. Credit scores look at purely financial data so wouldn't help you analyse whether their business practices are ethical or not.

NEW QUESTION # 86

Curly Cake Incorporated makes lots of different types of confectionary items. Although they are most famous for their cakes, they also have a smaller line of cereal bars and biscuits. Which of the following would be the most appropriate items for Curly Cake Incorporated to outsource? Select TWO

- A. facilities management
- B. cakes
- C. cleaning
- D. cereal bars and biscuits

Answer: A,C

Explanation:

Cleaning and Facilities Management are the most appropriate items to outsource. They would not outsource the making of confectionary products as this is the 'core' business.

See p.4 for "what is outsourcing?"

NEW QUESTION # 87

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