

# L4M4 New Real Test - Valid L4M4 Exam Forum



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## CIPS L4M4 Exam Syllabus Topics:

| Topic   | Details                                                                                                                                                                                                                                                                                                 |
|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <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>                                                               |
| Topic 2 | <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 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>• Understand the key processes that can be applied to the analysis of potential external suppliers:</li></ul>                                                                                                                                                     |

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## CIPS Ethical and Responsible Sourcing Sample Questions (Q193-Q198):

#### NEW QUESTION # 193

Which documents are used to allow the movement of goods?

- \* Export or import license
  - \* Non-disclosure agreement
  - \* Customs declaration
  - \* Conflict of interest declaration
- 
- A. 2 and 3 only
  - B. 1 and 4 only
  - C. 1 and 3 only
  - D. 2 and 4 only

**Answer: C**

Explanation:

To facilitate the legal movement of goods across borders, specific documentation is required. An export or import license authorizes the shipment of goods to or from a particular country. A customs declaration provides details about the goods being transported, ensuring compliance with the importing country's regulations. Non-disclosure agreements and conflict of interest declarations are related to confidentiality and ethical considerations, not the physical movement of goods.

Exact Extract from Study Guide:

"Documents and systems that allow the movement of goods within the EU:

- \* T1 Documents
- \* Import/Export Licence
- \* Single Administrative Document
- \* New Computerised Transit System
- \* Customs Declaration Service"

#### NEW QUESTION # 194

Which award criteria can be applied when sourcing requirements from external suppliers?

- A. Understanding of supplier operations
- B. Delivery promises of goods
- C. Price and total life-cycle costs
- D. Plans and manpower numbers

**Answer: C**

Explanation:

Evaluating total life-cycle costs, including initial purchase price and long-term maintenance, aligns with ethical sourcing by promoting cost-effective and sustainable procurement. It ensures value for money and supports environmentally and financially responsible sourcing practices.

#### NEW QUESTION # 195

Ramesh is a procurement manager who is looking at his supplier base. He is pursuing a sourcing strategy with the aim of enabling logistical cost reductions. He has made the decision to scale-down his supplier base and purchase from one supplier.

Which type of sourcing arrangement has Ramesh began?

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

**Answer: C**

#### NEW QUESTION # 196

A buyer is carrying out an assessment to identify the risk of unethical suppliers being selected for a new contract. Which of the following should the assessment include in order to protect the organisation against ethical reputational risks?

- A. The average staff retention levels experienced by the suppliers
- **B. Whether the suppliers have received negative press around their fair treatment of subcontracted staff**
- C. The likelihood of suppliers becoming insolvent in the future due to unforeseen circumstances
- D. Performance records (late deliveries/poor quality) of agreed contract deliverables

**Answer: B**

Explanation:

Assessing the ethical reputation of suppliers is crucial to mitigate risks associated with unethical practices.

Negative media coverage regarding the fair treatment of subcontracted staff is a significant indicator of potential ethical issues within a supplier's operations. Such information can highlight concerns related to labor rights violations, discrimination, or unsafe working conditions, which can adversely affect the buying organization's reputation if not addressed.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 3.3.1: Application of the CIPS Code of Conduct

### NEW QUESTION # 197

Intra-company trading allows business units within a large enterprise to supply goods or services to another.

What are the likely objectives of intra-company trading?

- \* Enhances production capacity utilisation
- \* Offsets some of the fixed costs of the supplying entity
- \* Compensates the supplying unit for the less effective technology applied
- \* Ensures internal technology always out-performs that of external suppliers

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

**Answer: A**

Explanation:

Intra-company trading aims to optimize internal resources by enhancing production capacity utilization and offsetting fixed costs. By supplying goods or services internally, organizations can achieve economies of scale and better allocate resources. However, compensating for less effective technology or ensuring superior internal technology over external suppliers are not primary objectives of intra-company trading.

Reference:

CIPS Level 4 Diploma in Procurement and Supply, L4M4 Study Guide, Section 1.1.2: Make or buy decisions and the role of intra-company trading

### NEW QUESTION # 198

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