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L4M4 Practice Tests & Results

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	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 2	- This section examines analyzing market data, obtaining quotations - tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
Topic 3	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 4	Understand the key processes that can be applied to the analysis of potential external suppliers:

CIPS Ethical and Responsible Sourcing Sample Questions (Q96-Q101):

NEW QUESTION # 96

Bribery is considered an unethical business practice. What constitutes a bribe?

- A. anything that can be traded illegally
- B. anything that is of value to the recipient**
- C. something that has monetary value
- D. something of significant monetary value

Answer: B

Explanation:

A bribe is anything that is of value to the recipient. It's commonly money, but could also be an item such as a car, or doing someone a favour such as hiring their son.

NEW QUESTION # 97

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

Answer: D

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 # 98

Private sector procurement organisations should always allow suppliers at least 35 days to respond to invitations to tender. Is this statement true?

- A. Yes, because that timeframe is internationally recognised
- B. No, because this timeframe causes unacceptable delays
- C. Yes, because it helps suppliers to plan and prioritise
- D. No, because the complexity of the tender should inform the response timescale**

Answer: D

Explanation:

The 35-day minimum applies to public sector procurement under EU/UK directives, not the private sector. In private procurement, response times should be proportional to the complexity and value of the requirement.

Simple RFQs may require only a few days, while complex tenders involving technical submissions may justifiably need weeks.

Responsible sourcing involves ensuring suppliers have fair opportunity to respond adequately, but without unnecessary delays that could affect business needs. Therefore, rigidly applying a fixed number of days in the private sector is neither necessary nor efficient.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - procurement timelines, public vs private sector differences.

NEW QUESTION # 99

A buyer evaluates a supplier's ethical and social practices during the pre-qualification stage of the supplier onboarding process. Which of the following variables would trigger further follow-up activities?

- A. When staff are unionised and appropriate time is provided for union activities
- B. On discovering that no employees can work without agreeing to the buyer organisation's code of conduct
- C. On discovering that trade (labour) union memberships are not permitted by the supplier in its place of work
- D. If the supplier's employees have a good understanding of their employment rights

Answer: C

Explanation:

Prohibiting trade union membership is a violation of workers' rights and international labor standards. Such a practice indicates potential non-compliance with ethical sourcing principles and necessitates further investigation. Ensuring that suppliers respect workers' rights to association is fundamental to ethical procurement.

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 # 100

Which documents are used to allow the movement of goods?

- * Export or import license
- * Non-disclosure agreement
- * Customs declaration
- * Conflict of interest declaration

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

Answer: A

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 # 101

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