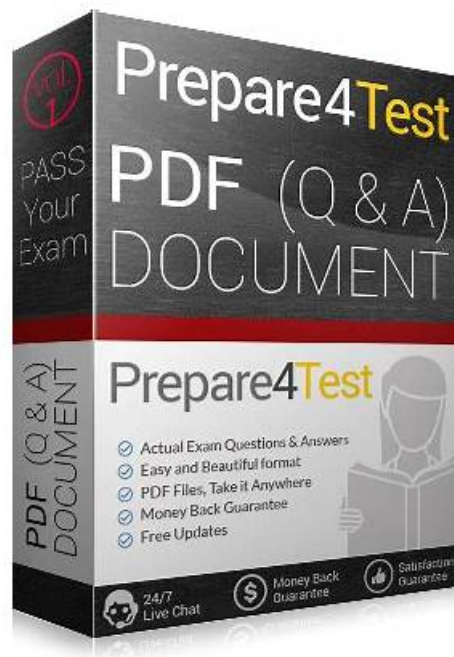


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CIPS L4M4 Exam Syllabus Topics:

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

CIPS Ethical and Responsible Sourcing Sample Questions (Q252-Q257):

NEW QUESTION # 252

Which of the following would you use to work out a company's gearing ratio? Select TWO.

0current liabilities

- A. long term debt
- B. net profit
- C. gross sales
- D. shareholder equity

Answer: A,B

Explanation:

Gearing measures how much of an organisation's long-term funding is made up of long term debt and loans.

Therefore the correct answers are 'shareholder equity' and 'long term debt'.

There are many question about financial ratios that can come up on the exam. If you're unsure on them I suggest doing further reading outside of the study guide as this will help. I like this youtube video (I'm not associated with the makers of this video but think they're really good at explaining things to beginners) Gearing Ratio explained (youtube.com)

NEW QUESTION # 253

Which of the following are procurement procedures permissible under EU Public Procurement rules? Select TWO that apply.

- A. Open procedure
- B. Restricted procedure
- C. Public procedure
- D. Conformance procedure
- E. Complex procedure

Answer: A,B

Explanation:

Under EU Public Procurement rules, the permissible procurement procedures include the Open Procedure and the Restricted Procedure. The Open Procedure allows any interested party to submit a tender, while the Restricted Procedure involves a two-stage process where only selected candidates are invited to submit tenders. These procedures are designed to ensure transparency, competition, and equal treatment in public procurement.

Exact Extract from Study Guide:

"The EU Public Procurement Directive outlines several procedures including Open Procedure and Restricted Procedure, which are designed to facilitate fair and transparent procurement processes."

NEW QUESTION # 254

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

Answer: C

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 # 255

A buyer is assessing a supplier's proposal in terms of any added value offered. Which of the following are examples of added value?

- * The supplier has submitted the lowest price compared to competitors
- * The supplier is offering solutions to reduce costs in the supply chain
- * The supplier is committed to reducing plastic and waste in operations
- * The supplier is personally known by the Operations Director

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

Answer: D

Explanation:

Added value refers to benefits beyond basic price and compliance. Examples include suppliers proposing innovations or cost-reduction strategies in the supply chain (2) and sustainability commitments like reducing plastics and waste (3). Lowest price is part of baseline evaluation, not added value. Personal connections (4) are not a valid or ethical procurement criterion and could breach fairness. Responsible sourcing emphasises identifying suppliers who contribute to continuous improvement, sustainability, and efficiency beyond contractual minimums.

Reference: CIPS L4M4 Study Guide (v2), LO: "Implementation" - evaluating added value in supplier proposals.

NEW QUESTION # 256

A procurement manager of a medium-sized company has suggested to their executive board that implementing an ISO environmental standard would improve procurement practices and reduce environmental and social impacts. However, some colleagues are concerned about the potential complexity and supplier resistance. Should the company go ahead with the recommendation?

- A. No, because ISO standards are only relevant to large organisations
- B. Yes, implementation would guarantee that the company is compliant with all environmental laws
- **C. Yes, as it would align with, and help to achieve, sustainability goals**
- D. No, ISO standards are too complex for staff and suppliers to understand and follow

Answer: C

Explanation:

Adopting ISO environmental standards aligns procurement practices with sustainability goals and helps reduce environmental and

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