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W	uestion 1: hen deciding on 'Make versus Buy', procurement professionals have to consider rel of competition in supply market. Which of the following will improve the bu- ganisation'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
W	
w	vestion 2: hich of the following governs the public sector procurement and sourcing withing EU and EEA? The Freedom of Information Act
w	hich of the following governs the public sector procurement and sourcing withi e EU and EEA?
w	hich of the following governs the public sector procurement and sourcing withing EU and EEA? (i) The President of Information Act
w	hich of the following governs the public sector procurement and sourcing within EU and EEA? The Freedom of Information Act Directive 2014/24/EU

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CIPS L4M4 Exam Syllabus Topics:

Topic	Details
Topic 1	 This section examines analyzing market data, obtaining quotations tenders, and assessing responses. The sub-topics focus on key processes for evaluating potential suppliers.
Topic 2	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	Understand the key processes that can be applied to the analysis of potential external suppliers:
Topic 4	 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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CIPS Ethical and Responsible Sourcing Sample Questions (Q118-Q123):

NEW QUESTION #118

An international supplier of shirts provides four different prices for each garment depending on the Incoterm selected by the buyer. Which Incoterm would support achieving the lowest unit price per garment?

- A. CPT
- B. DAP
- C. DDP
- D. EXW

Answer: D

Explanation:

Under EXW (Ex Works) the seller prices only for making goods available at their premises; the buyer bears transport, export formalities, main carriage, and risk from collection. Because the seller's obligations are minimal, the quoted unit price is typically the lowest. Delivered terms (DAP/DDP/CPT) add seller costs and risk, raising the price.

Reference: CIPS L4M4 Study Guide (v2): LO "Application" - Incoterms responsibilities, cost/risk allocation.

NEW QUESTION #119

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

Answer: B

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 # 120

Tariffs and import duties imposed on a buying organisation for goods purchased from an international supplier provide benefit to ...

- A. Local competitors through lower prices
- B. Consumers by having access to lower-priced goods

- C. The domestic industry through reduced competition
- D. The supplying organisation as they receive additional payment

Answer: C

Explanation:

Tariffs/import duties increase the landed cost of imports, which shields domestic producers by making foreign alternatives relatively more expensive. They do not go to the foreign supplier and typically do not lower consumer prices.

Reference: CIPS L4M4 Study Guide (v2): LO "Implications of global sourcing" - trade barriers (tariffs/non- tariffs) and their market effects.

NEW QUESTION #121

Which of the following types of data do credit rating agencies include in their assessment of organisations? (Select TWO)

- A. Value chains
- B. Value for money
- C. Payment history
- D. Financial obligations
- E. Ecosystems

Answer: C,D

Explanation:

Credit rating agencies assess an organisation's financial stability and risk of default. Key data includes financial obligations (such as outstanding loans, debt levels, repayment schedules) and payment history (how reliably the firm pays creditors and suppliers). These indicators show liquidity, cash flow reliability, and debt servicing ability. Factors such as "value for money" or "ecosystems" are irrelevant in a financial risk context.

Responsible sourcing requires buyers to consider supplier financial resilience, as instability could disrupt supply chains, increase risk exposure, and lead to reputational damage. Agencies like Moody's, S&P, and Fitch provide independent assessments that complement in-house financial analysis.

Reference: CIPS L4M4 Study Guide (v2), LO: "Application" - financial appraisal tools and supplier risk assessment.

NEW QUESTION # 122

Procurement professionals should never appoint any suppliers that have a low credit rating. Is this statement TRUE?

- A. No, because a credit rating is only one financial tool to be used in determining financial competence
- B. Yes, because this rating indicates poor financial management practices
- C. No, because a credit rating is not an appropriate decision-making tool
- D. Yes, because this rating means that insolvency or liquidation is imminent

Answer: A

Explanation:

A credit rating is one of many tools used to assess a supplier's financial health. Responsible sourcing requires a comprehensive assessment of suppliers, considering multiple factors, to ensure a balanced and ethical approach to supplier selection.

NEW QUESTION #123

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