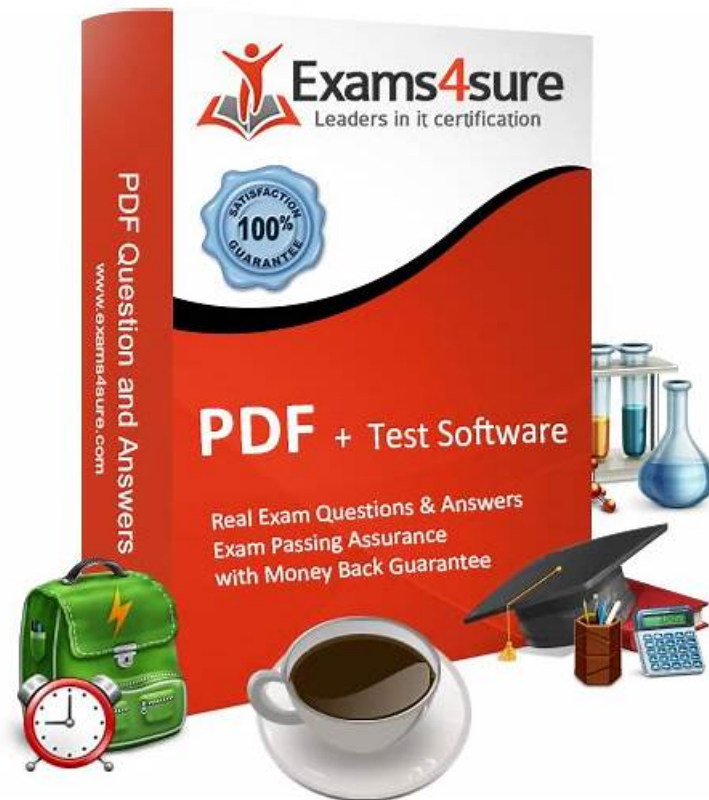


L5M6 Hot Questions, L5M6 Questions Pdf



BONUS!!! Download part of ValidTorrent L5M6 dumps for free: https://drive.google.com/open?id=1eSk4iSn_K77psEtl0xN01iGS5czbXtn

If you are preparing for the L5M6 Questions and answers, and like to practice it in your spare time, then you should consider the L5M6 exam dumps of our company. L5M6 Online test engine is convenient and easy to study, it supports all web browsers. Besides you can practice online anytime. With all the benefits like this, you can choose us bravely. With this version, you can pass the exam easily, and you don't need to spend the specific time for practicing, just your free time is ok.

CIPS L5M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> Understand Approaches that Can Be Used to Develop Category Management Strategies: This section of the exam measures the skills of Procurement Managers and focuses on understanding how category management strategies are formulated within procurement functions. Candidates are expected to differentiate between strategic and conventional sourcing, evaluate how these approaches support long-term supplier relationships, and align them with organizational goals. The section also emphasizes the role of category management in enhancing sourcing efficiency and achieving cost optimization.
Topic 2	<ul style="list-style-type: none"> Understand the Concepts, Tools, and Techniques Associated with Managing Expenditure: This section of the exam measures the analytical abilities of a Category Analyst and focuses on expenditure management techniques within category management. It explores how organizations identify, classify, and analyze different types of spend to enhance procurement efficiency and value creation.
Topic 3	<ul style="list-style-type: none"> Understand the Strategic Impact of a Category Management Process: This section evaluates the strategic insight of a Procurement Manager into how category management influences organizational performance. It explores the use of data-driven decision-making and market intelligence to shape sourcing strategies and drive sustainable procurement outcomes.

L5M6 Questions Pdf - Free L5M6 Test Questions

We have professional technicians to check the website every day, and you can have a clean and safe online shopping environment if you purchasing L5M6 learning materials from us. In addition, we are pass guarantee and money back guarantee for L5M6 exam dumps, and if you fail to pass the exam, we will give you full refund. We have free demo for you to have a try before buying L5M6 Exam Materials of us, so that you can know what the complete version is like. We have online and offline service, and if you have any questions for L5M6 exam dumps, you can consult us.

CIPS Category Management Sample Questions (Q44-Q49):

NEW QUESTION # 44

What is the purpose of a Category Board?

- A. To select the Category Manager
- B. To approve spending over a certain amount
- C. To mitigate all risks
- D. To develop and implement a category strategy

Answer: D

Explanation:

A Category Board [sometimes called a Category Council or Committee] is a cross-functional group of stakeholders responsible for overseeing the development and implementation of a category strategy. It brings together representatives from procurement, finance, operations, and other relevant departments to ensure that sourcing decisions align with overall business objectives.

While boards may also review spending or risk, their main role is strategic governance. They provide input into category planning, approve strategies, resolve conflicts, and ensure stakeholder buy-in. This collaboration is essential, as category management is a cross-functional discipline that cannot succeed if procurement operates in isolation.

Options A and B are too narrow, while option D is unrealistic-no body can "mitigate all risks." Instead, the board ensures risks are recognised and addressed within the strategy.

The study guide highlights the importance of such structures in embedding category management within an organisation's governance framework.

[Ref: CIPS L5M6 Study Guide, pp.614 - Category Boards and governance in category management]

NEW QUESTION # 45

Francis is a Category Manager within a large agricultural company which has over 10 categories. He believes that the Category with the largest spend (in £) is the most important category to the business. Is he correct?

- A. No - All categories are equally as important to the business
- B. Yes - Categories with larger budgets buy more important items
- C. No - This fails to address the importance of the item to the organisation's service / product
- D. Yes - A larger spend signifies that the category is buying larger volumes of items than other categories

Answer: C

Explanation:

Francis is not correct. Spend alone does not determine the importance of a category. For example, a high- spend category may include non-critical items, while a lower-spend category may include bottleneck or strategic items essential to operations. The importance of a category is determined by its impact on organisational goals and supply risk, not just spend.

Reference: CIPS L5M6 Study Guide, p.98

NEW QUESTION # 46

XYZ Ltd is a manufacturing organisation based in the UK. They work with many suppliers of both direct and indirect goods. Below is a selection of four suppliers XYZ procures items from:

* Supplier 1: The sole supplier of a critical item for production. Market research shows no substitute exists. XYZ is a price taker, not a price setter.

- * Supplier 2: Long-term relationship. Working together to reduce costs. Item has a high impact on profit but low supply risk.
- * Supplier 3: Indirect items like stationery with little profit impact. Meetings focus on bulk discounts.
- * Supplier 4: One-off capital expenditure item. Months of negotiations with supplier to reduce costs before manufacture begins.

Task:

Complete the table below. You are required, for each supplier, to determine the Cost Approach taken by XYZ Ltd and to identify the Item Type based on the Kraljic Matrix. Each response should only be used once.

Answer:

Explanation:

Explanation:

Supplier 1 # Price Acceptance + Bottleneck

Supplier 1 is the sole supplier of a critical item, and XYZ has confirmed through market research that there are no substitutes available. This places Supplier 1 in the Bottleneck quadrant of the Kraljic Matrix, which is defined by high supply risk but low profit impact (or limited ability to influence price). In bottleneck situations, buyers have limited leverage, making them price takers rather than price setters.

That's why the appropriate cost approach here is Price Acceptance-XYZ must accept the price dictated by the supplier because of the absence of alternatives. Procurement's role becomes risk mitigation, ensuring continuity of supply rather than focusing on negotiation power. The recommended strategies include maintaining strong supplier relationships, holding safety stock, and monitoring supply risks. Price cannot be influenced significantly, so procurement must accept the terms, reflecting a bottleneck scenario.

(Ref: CIPS L5M6 Study Guide, pp.80-83, 97-100 - Cost ApproachesKraljic Matrix) Supplier 2 # Cost Down + Leverage

Supplier 2 provides items that, while not purchased in large volumes, have a high impact on profit and carry a low supply risk. These characteristics fit into the Leverage quadrant of the Kraljic Matrix: high profit impact, low risk. In such cases, buyers hold strong bargaining power and can use competition or collaborative cost reduction measures to secure better value. The chosen cost approach here is Cost Down, which involves working with suppliers to systematically reduce costs without reducing value. XYZ's long-term relationship with Supplier 2, combined with a focus on identifying where costs could be lowered, matches the cost-down philosophy. Examples might include value engineering, supplier process improvements, or volume consolidation. Leverage items are ideal for competitive sourcing, e-auctions, and bulk negotiation. By applying a cost-down approach, XYZ can ensure sustained profitability while keeping supply risk under control.

(Ref: CIPS L5M6 Study Guide, pp.80-81, 97-100 - Cost ManagementLeverage items) Supplier 3 # Price Management + Non-

Critical Supplier 3 provides indirect goods such as stationery, which have little impact on company profits and are purchased regularly in small quantities. These fit into the Non-Critical quadrant of the Kraljic Matrix, which is characterised by low profit impact and low supply risk. In these cases, procurement's focus should be on administrative efficiency and price management, rather than extensive strategic negotiations. The chosen cost approach here is Price Management, since XYZ meets with the supplier regularly to discuss pricing and bulk discounts. This approach ensures that, although the spend is low-value, the company avoids unnecessary waste or inflated costs. Tools such as catalogues, e-procurement systems, or framework agreements are commonly used in this quadrant to manage spend efficiently. Price management helps free up procurement resources for more strategic categories while still ensuring best value in non-critical areas.

(Ref: CIPS L5M6 Study Guide, pp.80-82, 97 - Non-critical items and price management) Supplier 4 # Cost Out + Strategic

Supplier 4 is supplying a one-off capital expenditure item. XYZ has engaged in months of negotiations regarding specifications, and both parties are collaborating to reduce costs before manufacturing begins.

This aligns perfectly with the Strategic quadrant of the Kraljic Matrix, where items have high profit impact and high supply risk. Strategic items require strong, long-term partnerships and close supplier collaboration. The appropriate cost approach here is Cost Out, which focuses on eliminating unnecessary costs during the design and specification stages, before production. This proactive approach ensures that efficiency and value are embedded in the product from the outset. Cost-out strategies often involve redesign, engineering collaboration, and innovation to reduce total cost of ownership. In such relationships, trust and partnership are critical, since both buyer and supplier must work together to achieve shared value and risk reduction.

(Ref: CIPS L5M6 Study Guide, pp.80, 97-99 - Strategic items and Cost-Out approach)

NEW QUESTION # 47

A category which includes raw materials required in large quantities and high volumes is often known as what?

- A. House Category
- B. Demand Category
- C. Primary Category
- D. Direct Category

Answer: D

Explanation:

A Direct Category refers to spend on items that are directly linked to the production of goods or delivery of services. For manufacturers, this includes raw materials, components, and items required in high volumes that form part of the finished product. These categories are critical because supply disruptions or price volatility can have significant impacts on production and customer delivery. Conversely, Indirect Categories refer to goods and services not directly linked to production, such as cleaning services, IT systems, or office supplies.

Effective management of direct categories often involves long-term supplier relationships, strategic sourcing, and risk management. Since they directly affect business continuity, procurement strategies must prioritise availability, cost stability, and quality. Category managers often use Kraljic's Matrix and forecasting tools to design robust sourcing strategies for direct categories.

Reference: CIPS L5M6 Study Guide, p.4

NEW QUESTION # 48

Derek is a Supply Chain Manager conducting a risk assessment. A supplier from 10,000 miles away could fail to deliver, and the risk is classified as major. Using a 1-5 scale for severity and likelihood, which score applies?

- A. 0
- B. 1
- C. 2
- **D. 3**

Answer: D

Explanation:

The correct score is 25, which is the highest possible risk score on a 1-5 scale. This reflects a major risk with both severity [5] and likelihood [5] rated as high. The risk assessment methodology multiplies these two factors [$5 \times 5 = 25$] to produce a risk rating. This scoring system enables supply chain managers to rank risks and prioritise mitigation strategies. A risk scored at 25 requires urgent attention, such as developing contingency plans, dual sourcing, increasing safety stock, or renegotiating terms with suppliers. Lower scores such as 1, 5, or 10 indicate lower overall risk exposure, but in this case, the combination of long geographical distance, reliance on a low-cost country supplier, and criticality of the order elevates the risk to the maximum score. Risk assessment tools like this are central to category management because they support proactive risk mitigation rather than reactive crisis management.

[Ref: CIPS L5M6 Study Guide, p.56 - Risk assessment scoring and protocols]

NEW QUESTION # 49

.....

All our experts are educational and experience so they are working at L5M6 test prep materials many years. If you purchase our L5M6 test guide materials, you only need to spend 20 to 30 hours' studying before exam and attend L5M6 exam easily. You have no need to waste too much time and spirits on exams. As for our service, we support "Fast Delivery" that after purchasing you can receive and download our latest L5M6 Certification guide within 10 minutes. So you have nothing to worry while choosing our L5M6 exam guide materials.

L5M6 Questions Pdf: <https://www.validtorrent.com/L5M6-valid-exam-torrent.html>

- Pass Guaranteed 2026 Marvelous L5M6: Category Management Hot Questions Copy URL www.verifeddumps.com open and search for **> L5M6** to download for free Reliable L5M6 Exam Blueprint
- Reliable L5M6 Exam Blueprint Examcollection L5M6 Dumps Torrent Exam L5M6 Details The page for free download of **> L5M6** on **>** www.pdfvce.com will open immediately Latest Test L5M6 Discount
- Examcollection L5M6 Dumps Torrent L5M6 Reliable Study Plan Answers L5M6 Free Immediately open **➔** www.torrentvce.com and search for [**L5M6**] to obtain a free download L5M6 100% Accuracy
- Examcollection L5M6 Dumps Torrent Examcollection L5M6 Dumps Torrent Certification L5M6 Test Answers **▶** Open **▶** www.pdfvce.com enter **> L5M6** and obtain a free download Exam L5M6 Details
- Braindump L5M6 Free Exam L5M6 Question Exam L5M6 Fee Go to website **>** www.vce4dumps.com open and search for **➔ L5M6** to download for free Exam L5M6 Details
- L5M6 Reliable Study Plan Exam L5M6 Question L5M6 Interactive Testing Engine Search for **⇒ L5M6** and obtain a free download on **➔** www.pdfvce.com L5M6 Examcollection Questions Answers
- L5M6 Free Exam L5M6 Reliable Study Plan Latest Test L5M6 Discount Search for **《 L5M6 》** and download exam materials for free through **“ www.torrentvce.com ”** Exam L5M6 Question
- Fantastic L5M6 Hot Questions – Pass L5M6 First Attempt Simply search for [**L5M6**] for free download on

