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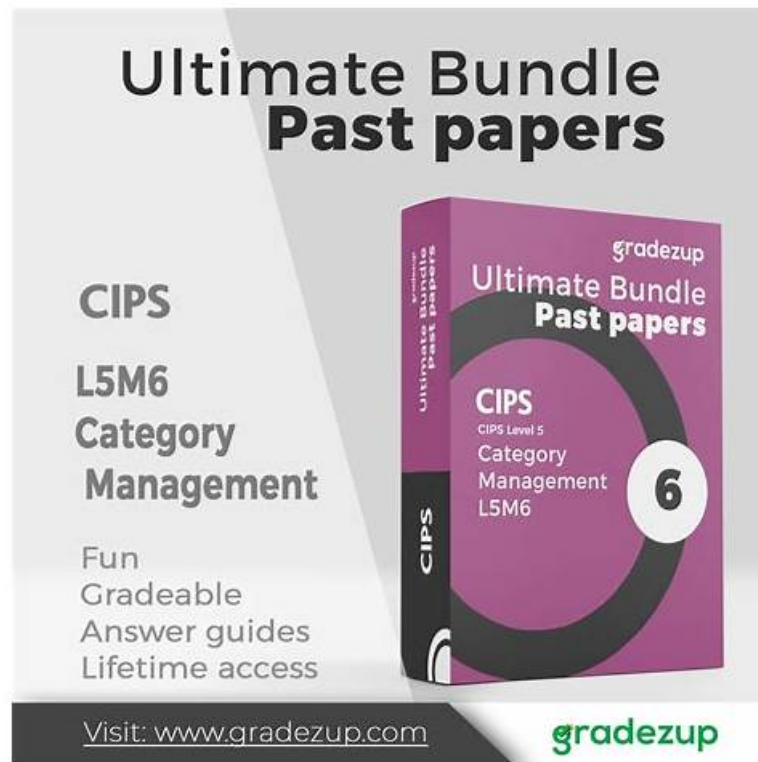

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CIPS Category Management Sample Questions (Q69-Q74):

NEW QUESTION # 69

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 × 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 # 70
ABC Ltd wishes to ensure compliance across its supply chain.
Which of the following are steps that can be taken to ensure compliance with regulations and standards including CSR?

- A. Communicate the company's values across the supply chain
- B. Only work with large suppliers who have a CSR policy
- C. Do not work with suppliers in low-cost countries
- D. Make ethics and compliance a priority when qualifying new suppliers

Answer: A,D

Explanation:
* Making ethics and compliance a priority [B] ensures supplier selection considers regulatory and social responsibility aspects.
* Communicating values across the supply chain [C] builds alignment and accountability.
A and D are incorrect because having a CSR policy doesn't guarantee practice, and low-cost country sourcing does not automatically mean non-compliance.
[Ref: CIPS L5M6 Study Guide, p.107 - Ensuring compliance in supply chains]

NEW QUESTION # 71
Penelope works for an international manufacturer. Which categories are most likely to be outsourced?

- A. Warehousing
- B. Marketing services
- C. Raw materials
- D. Facilities management
- E. Operations

Answer: B,D

Explanation:
The categories most likely to be outsourced are Marketing services and Facilities Management [FM].
These are examples of indirect spend categories where external providers often offer specialist expertise, cost efficiency, and scalability.
CIPS identifies five indirect categories frequently outsourced: Marketing, Facilities Management, IT
/Communications, Human Resources, and MRO [Maintenance, Repairs, Operations]. Outsourcing these allows organisations to focus internal resources on core competencies such as manufacturing or R&D.
Raw materials, warehousing, and operations are typically core to production and therefore managed internally or strategically sourced, rather than fully outsourced. While warehousing may sometimes be outsourced

[3PL], it is not listed among the primary categories in the study guide.
Outsourcing decisions must balance cost, risk, and strategic importance. For example, outsourcing FM reduces overheads while ensuring professional management of buildings and services, whereas marketing agencies provide creativity and campaign expertise.
[Ref: CIPS L5M6 Study Guide, pp.46-47 - Categories commonly outsourced]

NEW QUESTION # 72

Which of the following can be used to group categories for Category Management within an organisation?

- A. WTO Guidelines
- B. UNSPC
- C. ISO9001
- D. Kraljic Matrix

Answer: B

Explanation:
The United Nations Standard Products and Services Code (UNSPC) provides a universal taxonomy for classifying goods and services. Some organisations adopt UNSPC as a standard way of grouping categories for procurement, while others create their own frameworks tailored to business needs. Unlike tools such as the Kraljic Matrix, which is used to assess risk and value, UNSPC is a classification system designed for spend categorisation and reporting. Using standardised codes ensures better data consistency, benchmarking, and spend visibility across organisations, especially in global supply chains. By adopting UNSPC, procurement teams can reduce ambiguity in spend analysis and ensure categories are aligned with recognised frameworks.
Reference: CIPS L5M6 Study Guide, p.3

NEW QUESTION # 73

When using the Kraljic Matrix to analyse the category of item, which of the following categories does Kraljic recommend be further analysed in conjunction with a comparison of the buyer's strength vs supply market strength?

- A. Non-critical
- B. Bottleneck
- C. Strategic
- D. Leverage

Answer: C

Explanation:
For strategic items, Kraljic recommends further analysis through a 3x3 supply positioning matrix, which compares buyer strength against market strength. This creates three possible strategies: exploit, balance, diversify.
Reference: CIPS L5M6 Study Guide, p.102

NEW QUESTION # 74

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