

How Can You Pass the CIPS L5M6 Exam Quickly and Easily?



What's more, part of that TestkingPDF L5M6 dumps now are free: <https://drive.google.com/open?id=1FwFDHMvJWIK9-P6Mn8LTXCcZ0C5rg6sM>

We believe our L5M6 exam questions will meet all demand of all customers. If you long to pass the exam and get the certification successfully, you will not find the better choice than our L5M6 preparation questions. Now you can have a chance to try our L5M6 study braindumps before you pay for them. There are the free demos on our website for you download to check the quality and validity of our L5M6 practice engine. Just have a try, then you will fall in love with our L5M6 learning quiz!

All purchases at TestkingPDF are protected by paypal system which is the most reliable payment system all over the world. So when you buy CIPS L5M6 exam dumps, you won't worry about any leakage or mistakes during the deal. TestkingPDF puts customers' interest and CIPS L5M6 products quality of the first place. We will never tell your personal information to the third part without your permission. So you can feel 100% safe knowing that the credit-card information you enter into the order form is 100% secure.

>> L5M6 Free Test Questions <<

CIPS L5M6 Exam Questions [2026]

TestkingPDF is an excellent IT certification examination information website. In TestkingPDF you can find exam tips and materials about CIPS certification L5M6 exam. You can also free download part of examination questions and answers about CIPS L5M6 in TestkingPDF. TestkingPDF will timely provide you free updates about CIPS L5M6 exam materials. Besides, the exam materials we sold are to provide the answers. Our IT experts team will continue to take advantage of professional experience to come up with accurate and detailed exam practice questions to help you pass the exam. In short, we will provide you with everything you need about CIPS Certification L5M6 Exam.

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.

CIPS Category Management Sample Questions (Q68-Q73):

NEW QUESTION # 68

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

- A. Warehousing
- B. Facilities management
- C. Raw materials
- D. Marketing services
- 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 LSM6 Study Guide, pp.46-47 - Categories commonly outsourced]

NEW QUESTION # 69

When implementing procurement projects, it is important for Category Managers to consider the "human side" of change. Why is this?

- A. Ignoring stakeholders' feelings may result in rework or a poor result
- B. Everybody is resistant to change
- C. A change cannot be made without buy-in from everyone
- D. Change will always bring about a positive result

Answer: A

Explanation:

The correct answer is ignoring stakeholders' feelings may result in rework or a poor result. In category management, implementing change-whether new sourcing strategies, supplier consolidation, or digital tools-affects multiple stakeholders. People often resist

change, either passively or actively. CIPS highlights a model where typically 20% embrace change, 60% accept it cautiously, and 20% actively oppose it.

If stakeholders' concerns are ignored, resistance can derail projects, leading to delays, poor adoption, or the need for costly rework. For example, if end-users are not engaged in developing specifications, the final product may not meet needs, requiring adjustments later.

Options A and B overstate the issue; not everyone resists change, but enough stakeholders may to cause disruption. Option D is incorrect because change can also bring risks and negative consequences if poorly managed.

Effective change management in procurement requires communication, stakeholder engagement, and addressing emotional as well as technical challenges.

[Ref: CIPS L5M6 Study Guide, p.68 - Managing the human side of change]

NEW QUESTION # 70

SIC codes are sets of four-digit codes used to classify what?

- A. Spend categories
- B. Business departments
- C. Countries
- **D. Industries**

Answer: D

Explanation:

SIC [Standard Industrial Classification] codes are numerical codes used to classify industries. For example, 1000 = mining, 1500 = construction. These codes help in categorising spend, benchmarking, and market analysis but are not intended for memorisation.

[Ref: CIPS L5M6 Study Guide, p.82 - SIC codes]

NEW QUESTION # 71

Bill is collecting data on a mobile phone category item. Which of the following can he find from the phone's 'line item' details? [Select TWO]

- A. Components
- **B. Quantity ordered**
- C. Functionality
- **D. Price**

Answer: B,D

Explanation:

Line item details provide specific transactional information about a purchased product, such as the quantity ordered and the price paid. This information is critical for category managers who rely on spend data to analyse patterns, negotiate supplier agreements, and benchmark costs.

Other details such as functionality or components are not typically captured in line item data. These relate more to specifications and technical design documents rather than financial records.

By analysing line item data across multiple purchases, category managers can identify trends such as bulk- buying opportunities, price fluctuations, and supplier performance. It also assists in spend analysis, which is a fundamental step in category management for mapping categories and identifying cost-saving opportunities.

[Ref: CIPS L5M6 Study Guide, p.134 - Line item detail in spend analysis]

NEW QUESTION # 72

Which of the following are key components to the success of a CFT (cross-functional team)? Select TWO.

- A. All members have technical expertise in the area
- **B. The team has endorsement from company leadership**
- C. Members from at least 4 different functions are brought together
- **D. The CFT has an articulated purpose**

Answer: B,D

