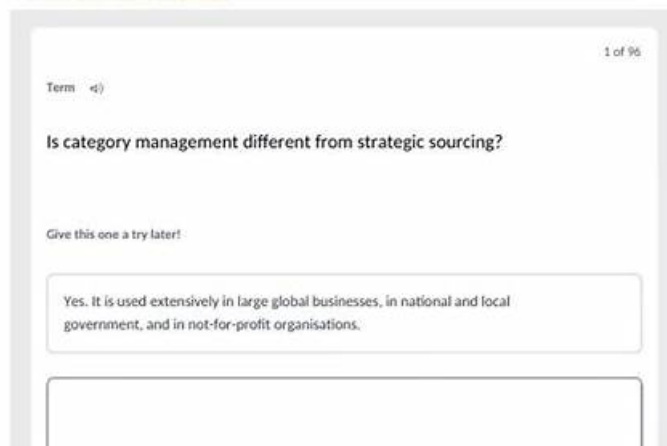


# L5M6 Dumps VCE: Category Management & L5M6 exam torrent

**L5M6 CATEGORY MANAGEMENT -  
LEARNING OUTCOME 1  
(APPROACHES THAT CAN BE USED  
TO DEVELOP CATEGORY  
MANAGEMENT STRATEGIES) EXAM  
QUESTIONS WITH 100% CORRECT  
ANSWERS!!**



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## CIPS L5M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 2	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

>> L5M6 Exam Revision Plan <<

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The Category Management PDF practice material contains actual CIPS L5M6 Exam Questions compiled by certified experts around the globe to benefit candidates. The criteria and pattern of the Category Management exam often change, and hence it is essential to use the updated exam study material for preparation. LatestCram provides free updates after purchase so that you get the latest CIPS Exam Questions for the exam.

### CIPS Category Management Sample Questions (Q60-Q65):

#### NEW QUESTION # 60

Barb is a Category Manager at XYZ Logistics. She is putting together a Category Plan. Which of the following sections should she include? Select THREE.

- A. Category objectives
- B. Supply market analysis
- C. HR information on the team
- D. History of the category
- E. Category risks

**Answer: A,B,E**

Explanation:

A Category Plan is a strategic document that sets out how a category will be managed to deliver organisational objectives. It typically includes:

- \* Supply market analysis to understand supplier dynamics, competition, and risks.
- \* Category objectives, which align with organisational strategy and specify what procurement aims to achieve.
- \* Category risks, which outline potential threats and mitigation strategies.

HR information and a full history of the category are not required, as the plan is forward-looking, focusing on strategy rather than operational details. While historical context may be summarised in an executive overview, it does not form a full section. A well-structured Category Plan supports better decision-making, stakeholder engagement, and ensures consistent management of spend. It provides a roadmap for how value will be captured, risks managed, and supplier relationships developed. Without it, category management risks becoming reactive and fragmented.

Reference: CIPS L5M6 Study Guide, p.10

#### NEW QUESTION # 61

Caleb is completing a risk assessment on his supply chain using a matrix categorising risks on a scale of 1-5. He identifies one risk with a score of 2. Which category of risk would this fall into?

- A. Major
- B. Minor
- C. Moderate
- D. Main

**Answer: B**

Explanation:

Risk assessments in procurement often use a likelihood × severity matrix. Risks are scored on scales from 1-5, and the scores are multiplied. A score of 2 indicates a minor risk with low impact and/or low probability.

For comparison, risks with scores in the upper range (e.g., 20-25) are considered major risks that demand immediate mitigation. Minor risks, although not ignored, are often monitored rather than heavily resourced.

This structured approach ensures procurement teams focus resources on the most significant threats while still maintaining oversight of low-level risks. By categorising risks this way, category managers create clarity for decision-makers and align procurement risk management with enterprise-wide frameworks.

Reference: CIPS L5M6 Study Guide, p.56

**NEW QUESTION # 62**

Which of the following are legal aspects of a contract a Procurement Manager should know?

- A. Intellectual Property
- B. TUPE
- C. Relationship management
- D. Sustainability
- E. Liabilities

**Answer: A,B,E**

Explanation:

The three correct legal aspects are:

\* Liabilities [C]: Define responsibility for damages, breaches, or non-performance.

\* Intellectual Property [D]: Protects innovations, designs, and brand assets in supplier agreements.

\* TUPE [E]: Transfer of Undertakings [Protection of Employment], a UK law ensuring employees retain rights when transferred between companies.

While sustainability and relationship management are important procurement considerations, they are not specifically legal aspects of contracts. Legal knowledge ensures procurement professionals protect their organisations from financial, reputational, and operational risks.

TUPE is particularly relevant in outsourcing agreements, where staff may move from one employer to another. Procurement managers must ensure compliance with local employment laws to avoid legal disputes.

CIPS stresses that category managers should not act as lawyers but must have sufficient legal awareness to identify risks and escalate issues to legal specialists.

[Ref: CIPS L5M6 Study Guide, p.57 - Legal aspects in procurement contracts]

**NEW QUESTION # 63**

Workshops, safety facilities, and design engineers are indirect costs associated with which industry?

- A. Agriculture
- B. Retail
- C. Construction
- D. Services

**Answer: C**

Explanation:

In construction, indirect costs include items like workshops, safety facilities, and design engineers. These are necessary for operations but not directly tied to a single output.

[Ref: CIPS L5M6 Study Guide, p.90 - Indirect cost examples by industry]

**NEW QUESTION # 64**

Under what circumstances should forecast data be amended? Select THREE.

- A. Health and safety legislation changes
- B. There is significant price inflation

- C. A key supplier ceases trading
- D. A key customer is lost
- E. Operations move to a new location

**Answer: B,C,D**

Explanation:

Forecasts must be dynamic and updated when major internal or external changes occur. Losing a key customer significantly reduces demand, meaning forecasts must be lowered accordingly. Similarly, if a key supplier ceases trading, supply constraints may alter procurement strategies, requiring adjustment to supply and spend forecasts. Likewise, significant price inflation impacts both demand planning and budgeting, as organisations must reassess affordability and potentially seek alternatives. On the other hand, relocating operations or new health and safety legislation may change processes, but they do not directly influence demand, supply, or pricing forecasts. For category managers, regularly reviewing and amending forecasts ensures procurement strategies remain relevant and aligned with market realities. Without this adaptability, organisations risk supply disruptions, overestimation of needs, or financial misalignment.

Reference: CIPS L5M6 Study Guide, p.140

## NEW QUESTION # 65

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