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CIPS Category Management Sample Questions (Q59-Q64):

NEW QUESTION # 59

What can the IACCM help a Category Manager with?

- A. Completing benchmarking
- **B. Using the correct sourcing model**
- C. Choosing the correct supplier
- D. Analysing the market

Answer: B

Explanation:

The International Association for ContractCommercial Management [IACCM], now known as WorldCC, provides frameworks to help organisations select the most suitable sourcing and contracting models. For category managers, this is particularly valuable when deciding whether a transactional, relational, or investment-based model best fits the organisation's needs.

It does not directly choose suppliers or perform market analysis; rather, it guides decision-makers on the structural relationship with suppliers. For example, IACCM provides tools to decide whether to adopt outcome-based contracts, performance partnerships, or traditional transactional agreements.

Benchmarking may be a separate exercise, but sourcing models determine the governance and risk-sharing approach that underpins

supplier relationships.

CIPS encourages procurement professionals to be familiar with IACCM's role, as it reinforces the need for strategic selection of sourcing models rather than a one-size-fits-all approach.

[Ref: CIPS L5M6 Study Guide, p.31 - IACCM and sourcing model selection]

NEW QUESTION # 60

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

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

Answer: A,C,D

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 # 61

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

Answer: A,B,C

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 # 62

In a Sourcing Business Model, stakeholders must answer key questions to determine the right model. Which are the most important?

- A. What factors form part of the total cost of ownership?
- **B. What is the most appropriate contractual relationship?**
- **C. What is the most appropriate economic model?**
- D. How much risk does the company wish to take?

Answer: B,C

Explanation:

In deciding the correct Sourcing Business Model, stakeholders must clarify two fundamental issues:

* The most appropriate contractual relationship [C]: This could be transactional [short-term, cost- focused], relational [long-term collaboration], or investment-based [joint ventures, alliances]. The choice defines how risks and rewards are shared with suppliers.

* The most appropriate economic model [D]: This determines the pricing and performance framework, e.g., transactional [pay-per-unit], output-based, or outcome-based [pay-for-results].

Options A and B are important but secondary considerations. Risk appetite and TCO factors are inputs to decision-making, but the contractual and economic models define the overall sourcing structure.

This reflects the study guide's emphasis that sourcing models should be tailored to category complexity and business objectives.

Using the wrong model can undermine supplier relationships and value delivery.

[Ref: CIPS L5M6 Study Guide, p.32 - Key questions in Sourcing Business Models]

NEW QUESTION # 63

In Category Management, often a small number of categories can be responsible for a large proportion of spend. What is this principle commonly known as? Select TWO.

- A. Six Sigma
- **B. 80-20 Rule**
- **C. Pareto Principle**
- D. The 5 Forces

Answer: B,C

Explanation:

The Pareto Principle, also known as the 80/20 Rule, states that around 80% of outcomes are generated by

20% of inputs. In category management, this means that a small number of categories often account for the majority of total spend.

Identifying these high-impact categories allows procurement professionals to focus resources where they deliver the most value. For example, managing a few strategic or high-spend categories rigorously may yield more savings and risk reduction than spreading efforts across all categories equally. The principle reinforces the need for prioritisation and focus in procurement strategies. While Six Sigma and Porter's Five Forces are useful tools in other contexts, they are unrelated to spend distribution. Applying Pareto effectively helps organisations achieve better results with limited resources by focusing on what matters most.

Reference: CIPS L5M6 Study Guide, p.22

NEW QUESTION # 64

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