

L5M6시험대비자료 - L5M6최신버전덤프샘플다운



Pass4Tes가 제공하는 제품을 사용함으로 여러분은 IT업계아이클래스와 멀지 않았습니다. Pass4Tes가 제공하는 인증시험덤프는 여러분을 CIPS 인증 L4M5 시험을 안전하게 통과는 물론 관련 전업지식 장악에도 많은 도움이 되며 또한 우리는 일년 무료 업뎃서비스를 제공합니다.

CIPS L4M5 시험은 조달, 공급망 관리, 영업, 마케팅 및 협상 기술이 필요한 다른 상업적 역할에 참여한 개인들에게 적합합니다. 이 시험은 특히 협상 기술을 향상시키고 상업적 협상에서 성공적인 결과를 이루는 능력을 향상시키려는 사람들에게 유익합니다. CIPS L4M5 시험은 개인들이 협상 프로세스에 대한 철저한 이해력을 개발하도록 설계되었습니다. 다양한 상업적 환경에서 효과적으로 협상하기 위해 필요한 도구와 기술을 제공합니다. 전반적으로, CIPS L4M5 시험은 조달, 공급망 관리, 영업 또는 마케팅 분야에서 경력을 발전시키고자 하는 모든 사람들에게 필수적인 자격증입니다.

CIPS L4M5 (Commercial Negotiation) 시험은 CIPS (Chartered Institute of Procurement and Supply)에서 제공하는 세계적으로 인정받는 자격증입니다. 이 시험은 조달 및 공급망 전문가들이 상업적 협상의 기술에 대한 지식과 기술을 시험하는 것을 목적으로 합니다. 이 시험은 후보자들이 공급 업체 및 기타 이해관계자들과 효과적으로 협상하여 유리한 결과를 이끌어내기 위해 필요한 기술과 지식을 제공하는 것에 중점을 둡니다.

[>> L4M5최신 시험 최신 덤프자료 <<](#)

시험준비에 가장 좋은 L4M5최신시험최신덤프자료덤프 최신샘플

BONUS!!! Itexamdumps L5M6 시험 문제집 전체 버전을 무료로 다운로드하세요: https://drive.google.com/open?id=1AqJlHtPP33U7U_al_zlhvoHHB_8CdvC

IT업계 종사자라면 누구나 CIPS 인증 L5M6 시험을 패스하고 싶어하리라고 믿습니다. 많은 분들이 이렇게 좋은 인증 시험은 아주 어렵다고 생각합니다. 네 맞습니다. 패스할 확률은 아주 낮습니다. 노력하지 않고 당연히 불가능한 일이 아니겠습니까? CIPS 인증 L5M6 시험은 기초 지식 그리고 능숙한 전업지식이 필요합니다. Itexamdumps는 여러분들한테 CIPS 인증 L5M6 시험을 쉽게 빨리 패스할 수 있도록 도와주는 사이트입니다. Itexamdumps의 CIPS 인증 L5M6 시험관련 자료로 여러분은 짧은 시간내에 간단하게 시험을 패스할 수 있습니다. 시간도 절약하고 돈도 적게 들이는 이런 제안은 여러분들한테 딱 좋은 해결책이라고 봅니다.

CIPS L5M6 시험요강:

주제	소개
주제 1	<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.

주제 2	<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.
주제 3	<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.

>> L5M6시험대비자료 <<

L5M6최신버전 덤프샘플 다운, L5M6시험합격

CIPS L5M6인증 시험이 이토록 인기가 많으니 우리 Itexamdump에서는 모든 힘을 다하여 여러분이 응시에 도움을 드리겠으며 또 일년무료 업뎃서비스를 제공하며, Itexamdump 선택으로 여러분은 자신의 꿈과 더 가까워질 수 있습니다. 희망찬 내일을 위하여 Itexamdump선택은 정답입니다. Itexamdump선택함으로 당신이 바로 진정한 IT인사입니다.

최신 CIPS Certification L5M6 무료샘플문제 (Q37-Q42):

질문 # 37

In which section of a balance sheet would you find the term "goodwill"?

- A. Current assets
- B. Current liabilities
- C. Non-current assets**
- D. Non-current liabilities

정답: C

설명:

Goodwill is found under Non-current assets in a balance sheet. Goodwill arises when one company acquires another for a value greater than its tangible assets, reflecting intangible benefits such as brand reputation, customer loyalty, patents, or strong supplier relationships.

For example, if a company is valued at £10 million based on tangible assets but is purchased for £15 million, the £5 million difference is recorded as goodwill. This asset remains on the balance sheet until impaired [e.g., if the acquired brand loses value].

It is not a current asset because it cannot be quickly liquidated within one year. Nor is it a liability [current or non-current] since it represents value, not debt.

For procurement and category managers, goodwill can signal a supplier's market position, brand strength, and long-term stability. It highlights how intangible assets, though harder to measure, play a role in supplier evaluation and business acquisitions.

[Ref: CIPS L5M6 Study Guide, p.183 - Financial terms and balance sheet analysis]

질문 # 38

What is the purpose of a Category Board?

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

정답: B

설명:

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]

질문 #39

Total Cost of Ownership [TCO] is important in Category Management. Steve is sourcing machine parts and IT systems.

Which of the following should Steve consider as part of TCO?

- A. Training
- B. Purchase Price
- C. Maintenance and Downtime
- D. Location of the Items
- E. Supplier Relationship

정답: A,B,C

설명:

Total Cost of Ownership [TCO] refers to the full cost of acquiring, operating, and maintaining an item over its entire lifecycle-not just the purchase price. For Steve, the relevant elements are:

* Purchase Price [A]: The initial acquisition cost.

* Maintenance and Downtime [D]: Costs of repairs, spare parts, and losses during equipment downtime.

* Training [E]: Expenses incurred in training staff to use new systems or equipment.

By contrast, Location and Supplier Relationship are important considerations but cannot be quantified as direct financial costs in the same way.

The TCO model is often illustrated as the Cost Iceberg, where the purchase price is only the visible tip, while hidden costs [e.g., energy use, repairs, obsolescence, disposal] represent the bulk. Understanding TCO enables procurement to make more informed decisions, ensuring long-term value rather than focusing narrowly on upfront cost.

[Ref CIPS L5M6 Study Guide, p.9 - TCO and the Cost Iceberg]

질문 #40

Joan is a Category Manager at a packaging plant. She is creating a profile of the category she manages in order to identify the spend category. By obtaining data on her Category, which of the following will Joan be able to do?

- A. Benchmarking
- B. Prepare projections and budgets for the future
- C. Find alternative suppliers
- D. Competitive supplier selection

정답: B

설명:

The first stage of Kearney's 7 Step Model is profiling the category, where data is gathered about spend, suppliers, and demand. This profiling provides the foundation for preparing future projections and budgets.

It ensures that procurement understands not only how much is currently being spent, but also the likely future requirements of the organisation. While finding alternative suppliers and benchmarking may emerge later in the process, the primary outcome of category profiling is reliable information for budgeting and strategic decision-making. This stage links procurement with financial planning and helps build business cases for category strategies. Without accurate data profiling, subsequent sourcing strategies may be flawed.

Reference: CIPS L5M6 Study Guide, p.29

질문 #41

According to studies completed by Reeves, Moose and Venema in 2014, which of the following was proven to be true with regards

to the BCG matrix?

- A. Companies nowadays have more 'cash cow' items than in the past
- B. There is a higher correlation between share leaders and profit leaders nowadays than in the past
- C. Products move through the four quadrants faster nowadays than in the past
- D. There is a longer time between innovation and adoption nowadays than in the past

정답: C

설명:

Reeves, Moose and Venema (2014) established that products move through the four quadrants of the BCG matrix more quickly in the modern business environment compared to the past. This is a reflection of faster innovation cycles, market saturation, and increased competition. The other three statements are the opposite of what their research proved.

Reference: CIPS L5M6 Study Guide, p.120

질문 #42

CIPS 인증 L5M6시험이 너무 어려워서 시험 볼 엄두도 나지 않는다고요? Itexamdump 덤프만 공부하신다면 IT인증 시험공부고민은 이젠 그만 하셔도 됩니다. Itexamdump에서 제공해드리는 CIPS 인증 L5M6시험대비 덤프는 덤프제 공사사이트에서 가장 최신버전이여서 시험패스는 한방에 갑니다. CIPS 인증 L5M6시험뿐만 아니라 IT인증 시험에 관한 모든 시험에 대비한 덤프를 제공해드립니다. 많은 애용 바랍니다.

L5M6최신버전 덤프샘플 다운 : <https://www.itexamdump.com/L5M6.html>

참고: Itexamdump에서 Google Drive로 공유하는 무료 2025 CIPS L5M6 시험 문제집이 있습니다.

<https://drive.google.com/open?id=1AqJIHtPP33U7UalzhvvoHHB8CdV>