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Almost everyone is trying to get the Category Management (L5M6) certification to update their CV or get the desired job. Every student faces just one problem and that is not finding updated study material. Applicants are always confused about where to buy real CIPS L5M6 Dumps Questions and prepare for the Category Management (L5M6) exam in less time. Nowadays everyone is interested in getting the Category Management (L5M6) certificate because it has multiple benefits for CIPS career.

CIPS L5M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.
Topic 3	<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.

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CIPS Category Management Sample Questions (Q70-Q75):

NEW QUESTION # 70

Porter's 5 Forces is a useful tool to analyse market factors that affect profitability. Which of the following is not one of the forces?

- **A. Threat of buyers**
- B. Rivalry among existing firms in the industry
- C. Threat of new entrants
- D. Threat of substitutions

Answer: A

Explanation:

The correct terminology is bargaining power of buyers, not "threat of buyers". Porter's Five Forces are:

- * Threat of new entrants
- * Bargaining power of suppliers
- * Bargaining power of buyers
- * Threat of substitutes

Reference: CIPS L5M6 Study Guide, p.111

NEW QUESTION # 71

Sarah is a Category Manager at a shoe manufacturer. She works with a key supplier of raw materials [leather and rubber] and is using a cost-out approach. Which type of relationship is most suited to this approach?

- A. Arm's length
- **B. Strategic alliance**
- C. Transactional
- D. Closer tactical

Answer: B

Explanation:

The most appropriate relationship type is a Strategic Alliance. The Cost-Out approach involves working closely with suppliers at the design and pre-production stages to eliminate unnecessary costs before they arise.

This requires high levels of trust, transparency, and collaboration.

A strategic alliance provides the framework for this partnership, allowing both buyer and supplier to share information, align objectives, and jointly innovate to reduce costs and increase value. For example, suppliers may suggest alternative materials or design modifications that lower costs without compromising quality.

By contrast:

- * Arm's length and transactional relationships are too shallow to support cost-out collaboration.
- * Closer tactical relationships allow more interaction but lack the depth of trust and shared strategy found in alliances.

Strategic alliances are therefore essential where the buyer needs suppliers to contribute their expertise, innovation, and commitment to achieving mutual cost savings and long-term value.

[Ref: CIPS L5M6 Study Guide, p.80 - Cost-out strategies and supplier relationships]

NEW QUESTION # 72

The process of designing a product with a trusted supplier in order to eliminate costs that may appear at the delivery stage is known as which cost management strategy?

- A. Cost down
- **B. Cost out**
- C. Cost acceptance
- D. Cost engineering

Answer: B

Explanation:

The correct term is Cost Out, a proactive cost management approach where the buyer collaborates with the supplier during the design phase to eliminate unnecessary costs before they arise. This ensures efficiency and value creation throughout the product

lifecycle. For example, designing packaging to minimise waste or using standardised components to avoid expensive customisation. This differs from:

- * Cost acceptance, where the buyer accepts the supplier's price without analysis.
- * Cost engineering, a broader process of optimising costs through design and process evaluation.
- * Cost down, which typically involves reducing costs after production by analysing processes, renegotiating contracts, or improving efficiency.

Cost Out is especially relevant for strategic or high-value categories where innovation and collaboration with suppliers can generate long-term savings. It is consistent with category management's emphasis on strategic supplier partnerships.

[Ref: CIPS L5M6 Study Guide, p.80 - Cost Out vs Cost Down strategies]

NEW QUESTION # 73

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 # 74

Category Strategy Development is composed of 4 key stages. Which of the following is the correct order?

- A. Roadshow, create strategic plan, define resources needed, develop progress tracking plan
- B. Develop progress tracking plan, define resources needed, create strategic plan, roadshow
- C. Develop progress tracking plan, define resources needed, roadshow, create strategic plan
- D. Create strategic plan, develop progress tracking plan, define resources needed, roadshow

Answer: D

Explanation:

The correct sequence of Category Strategy Development is:

- * Create the strategic plan - outlining objectives, tactics, and desired outcomes.
- * Develop a progress tracking plan - defining performance measures and milestones.
- * Define resources needed - identifying staff, skills, and financial support required.
- * Conduct a roadshow - presenting the strategy to stakeholders and gaining buy-in.

This order ensures strategies are clearly defined before resources are committed and that tracking mechanisms are in place to measure success. The roadshow is critical to gain organisational support and alignment, ensuring all stakeholders understand the plan and contribute to its implementation. Mis-sequencing these steps can result in wasted resources, poor engagement, or ineffective execution. Category managers must follow this structured approach to maintain accountability, transparency, and long-term success in strategy implementation.

Reference: CIPS L5M6 Study Guide, p.12

NEW QUESTION # 75

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