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CIPS Level 5 – Advanced Diploma in Procurement and Supply

Category Management [L5M6]

Sample Exam Questions (Objective Response)

The correct answer will be listed below each question

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CIPS Category Management Sample Questions (Q44-Q49):

NEW QUESTION # 44

Which of the following are benefits of Category Management? Select THREE.

- A. Better Use of IT Systems
- B. Improved Supplier Relations
- C. Innovation
- D. Fewer Supplier Contracts
- E. Less Staff Required

Answer: B,C,D

Explanation:

Category Management delivers multiple benefits for organisations, including:

* Fewer supplier contracts, achieved by consolidating spend and reducing fragmentation.
* Improved supplier relations, as suppliers are engaged strategically rather than transactionally, enabling stronger collaboration.
* Increased innovation, which arises when procurement works closely with suppliers to develop new solutions and efficiencies.
Other benefits highlighted by CIPS include better pricing, improved terms and conditions, stakeholder satisfaction, enhanced risk management, and improved spend visibility. The incorrect options—"less staff required" and "better use of IT systems"—may result indirectly from streamlined procurement, but they are not primary benefits recognised in the category management framework. The true value of category management lies in shifting procurement from a transactional function to a strategic enabler of value. By grouping spend into categories and applying tailored strategies, organisations achieve economies of scale, better market intelligence, and stronger alignment with business objectives.

Reference: CIPS L5M6 Study Guide, p.6

NEW QUESTION # 45

Francis is a Category Manager within a large agricultural company which has over 10 categories. He believes that the Category with the largest spend (in £) is the most important category to the business. Is he correct?

- A. No - This fails to address the importance of the item to the organisation's service / product
- B. No - All categories are equally as important to the business
- C. Yes - A larger spend signifies that the category is buying larger volumes of items than other categories
- D. Yes - Categories with larger budgets buy more important items

Answer: A

Explanation:

Francis is not correct. Spend alone does not determine the importance of a category. For example, a high-spend category may include non-critical items, while a lower-spend category may include bottleneck or strategic items essential to operations. The importance of a category is determined by its impact on organisational goals and supply risk, not just spend.

Reference: CIPS L5M6 Study Guide, p.98

NEW QUESTION # 46

Which of the following approaches to cost is the least transparent?

- A. Price acceptance
- B. Cost down
- C. Cost out
- D. Price management

Answer: A

Explanation:

Price acceptance is the least transparent approach because the buyer simply accepts the supplier's quoted price without investigating its basis or fairness. There is no visibility into the supplier's cost structure, margins, or pricing methodology.

By contrast:

* Price management involves actively managing pricing discussions.
* Cost down involves collaborative efforts to reduce costs after production.

* Cost out involves eliminating costs before production through design.
[Ref: CIPS L5M6 Study Guide, p.81 - Costing methods]

NEW QUESTION # 47

ABC Ltd wishes to ensure compliance across its supply chain.

Which of the following are steps that can be taken to ensure compliance with regulations and standards including CSR?

- A. Communicate the company's values across the supply chain
- B. Do not work with suppliers in low-cost countries
- C. Only work with large suppliers who have a CSR policy
- D. Make ethics and compliance a priority when qualifying new suppliers

Answer: A,D

Explanation:

* Making ethics and compliance a priority [B] ensures supplier selection considers regulatory and social responsibility aspects.

* Communicating values across the supply chain [C] builds alignment and accountability.

A and D are incorrect because having a CSR policy doesn't guarantee practice, and low-cost country sourcing does not automatically mean non-compliance.

[Ref: CIPS L5M6 Study Guide, p.107 - Ensuring compliance in supply chains]

NEW QUESTION # 48

Which of the following approaches to managing cost, common in Category Management, results in the most reduced costs from suppliers and increased value?

- A. Cost-out
- B. Price acceptance
- C. Cost-down
- D. Price management

Answer: A

Explanation:

Cost-out is the most effective approach for reducing supplier costs while increasing value. It involves redesigning products or services collaboratively with suppliers to eliminate costs before they occur. For example, altering product design to use fewer materials can reduce overall costs without compromising quality. This differs from price acceptance (simply accepting a supplier's offer), price management (controlling or negotiating pricing), or cost-down (gradual cost reduction). Cost-out is proactive and strategic, focusing on long-term value creation rather than short-term savings. For category managers, adopting cost-out strategies requires close supplier collaboration, innovation, and joint investment in process improvements.

Reference: CIPS L5M6 Study Guide, p.79

NEW QUESTION # 49

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