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- (B) (b) If Freeb has not abstained from school but her father is in town, then she will definitely go to her aunt's house.
- (C) (c) If Freeb has abstained from school but she has not gone to her aunt's house, it means that her father is not in town.
- (D) (d) Both (a) and (c)
- Q.No. 98** Which of the following about plants is correct?
- (A) Respiration and photosynthesis proceed at the same rate
- (B) Photosynthesis proceeds at a much faster rate than respiration
- (C) Photosynthesis proceeds at a much slower rate than respiration
- (D) There is no connection between the respiration and photosynthesis
- Q.No. 99** By selling mangoes at the rate of 64 for Rs. 2,000, the vendor loses 40%. How many should he sell for Rs. 1000 so as to gain 20%?
- (A) 12
- (B) 16
- (C) 15
- (D) 20
- Q.No. 100** Inspector arrested three persons- Kalia, Raza, Shera - on suspicion, in a theft case. It was found the one among these three was the thief. During the interrogation their replies were as follows: Kalia: I am not the thief. Raza is the thief. Raza: I am not the thief. Either Kalia or Shera is the thief. Shera: I am not the thief. Raza is not the thief. If exactly one person among them always speaks the truth, another always speaks lies and the third alternates between the truth and lies, then who is the thief?
- (A) Kalia
- (B) Shera
- (C) Raza
- (D) Cannot be determined

## Answer Sheet

Q.No	Answer
Q.No. 1	(C)
Q.No. 2	(B)
Q.No. 3	(C)
Q.No. 4	(C)
Q.No. 5	(A)
Q.No. 6	(B)
Q.No. 7	(D)
Q.No. 8	(A)
Q.No. 9	(D)
Q.No. 10	(A)

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## CIPS Category Management Sample Questions (Q66-Q71):

### NEW QUESTION # 66

SIC codes are sets of four-digit codes used to classify what?

- **A. Industries**
- B. Business departments
- C. Countries
- D. Spend categories

**Answer: A**

Explanation:

SIC [Standard Industrial Classification] codes are numerical codes used to classify industries. For example, 1000 = mining, 1500 = construction. These codes help in categorising spend, benchmarking, and market analysis but are not intended for memorisation. [Ref: CIPS L5M6 Study Guide, p.82 - SIC codes]

### NEW QUESTION # 67

Which of the following can be used to group categories for Category Management within an organisation?

- A. Kraljic Matrix
- **B. UNSPC**
- C. WTO Guidelines
- D. ISO9001

**Answer: B**

Explanation:

The United Nations Standard Products and Services Code (UNSPC) provides a universal taxonomy for classifying goods and services. Some organisations adopt UNSPC as a standard way of grouping categories for procurement, while others create their own frameworks tailored to business needs. Unlike tools such as the Kraljic Matrix, which is used to assess risk and value, UNSPC is a classification system designed for spend categorisation and reporting. Using standardised codes ensures better data consistency, benchmarking, and spend visibility across organisations, especially in global supply chains. By adopting UNSPC, procurement teams can reduce ambiguity in spend analysis and ensure categories are aligned with recognised frameworks.

Reference: CIPS L5M6 Study Guide, p.3

### NEW QUESTION # 68

'Kaizen' is a Japanese term used frequently in the manufacturing industry. What does it refer to?

- **A. Continuous Improvement**
- B. Cost Reduction
- C. Supplier Relationship Management
- D. Sustainability

**Answer: A**

Explanation:

Kaizen translates to "continuous improvement" in Japanese. It is a philosophy that encourages making small, incremental changes that collectively lead to significant performance enhancements over time. Within procurement and category management, Kaizen focuses on ongoing collaboration with suppliers to identify ways to reduce waste, improve quality, and optimise processes. Unlike one-off cost-reduction initiatives, Kaizen is embedded in the organisational culture and requires engagement from all levels of the supply chain.

For example, small adjustments in packaging design might reduce material use, leading to cost savings and environmental benefits. This approach fosters long-term supplier partnerships and supports innovation. In competitive markets, organisations that adopt Kaizen are more resilient and adaptable, making it a key concept for category managers to understand.

Reference: CIPS L5M6 Study Guide, p.40

### NEW QUESTION # 69

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

**Answer: A,D,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 # 70

Which of the following form part of Cialdini's 7 Principles of Persuasion? Select THREE.

- A. Liking
- B. Social proof
- C. Morality
- D. Commitment
- E. Power

**Answer: A,B,D**

Explanation:

Cialdini's 7 Principles of Persuasion are key behavioural insights relevant to procurement negotiations and stakeholder management. They are:

- \* Reciprocity
- \* Commitment/consistency
- \* Social proof/consent
- \* Authority
- \* Liking
- \* Scarcity
- \* Unity

Options social proof, commitment, and liking are directly part of this framework. These principles are used to influence supplier behaviour, build stakeholder alignment, and negotiate effectively. For example, demonstrating that other organisations have adopted a strategy (social proof) can increase acceptance, while establishing rapport (liking) improves cooperation. Procurement professionals who understand these principles can navigate complex stakeholder environments more effectively.

Reference: CIPS L5M6 Study Guide, p.66

### NEW QUESTION # 71

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