

# L5M6 Test Dates - Reliable L5M6 Test Cram

## L5M6 - Progress Test 2

30/03/2022

done

11.00 - 12.30

60 Questions

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### CIPS L5M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
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### CIPS Category Management Sample Questions (Q74-Q79):

#### NEW QUESTION # 74

There are three types of forecasting used in category management that require data. Which from the list below is not a type of forecasting used in category management?

- A. Quantity
- B. Supply
- C. Demand
- D. Price

**Answer: A**

Explanation:

In category management, forecasting is a critical tool for anticipating future requirements and managing supply markets. The three types of recognised forecasting are: demand forecasting (predicting organisational needs), supply forecasting (assessing availability and supplier capabilities), and price forecasting (estimating future price movements based on trends and market conditions).

"Quantity forecasting" is not recognised as a distinct type, because quantity requirements are inherently part of demand forecasting. By separating demand, supply, and price forecasts, procurement professionals gain a holistic view of market conditions, ensuring they can secure the right goods at the right time and price. Effective forecasting also reduces risk by ensuring that category strategies account for volatility, seasonality, and inflation.

Organisations that fail to forecast accurately may face supply shortages, overstocking, or missed opportunities for cost savings.

Reference: CIPS L5M6 Study Guide, p.139

#### NEW QUESTION # 75

In a marketplace where there is a large number of suppliers, which of the following is true?

- A. There is a low barrier to entry
- B. There is low rivalry
- C. Buyer power is weak
- D. Buyer power is strong

**Answer: D**

Explanation:

When many suppliers exist, buyers have multiple options, increasing their bargaining power. Suppliers must compete for contracts, shifting power toward the buyer.

[Ref: CIPS L5M6 Study Guide, p.112 - Porter's Five Forces: Buyer Power]

#### NEW QUESTION # 76

In Category Management, which of the following Models can be used for creating a step-by-step plan for Strategic Sourcing?

- A. Kearney's 7 Step Model
- B. Kraljic Matrix
- C. The Pareto Principle
- D. Porter's 5 Forces

**Answer: A**

Explanation:

Kearney's 7 Step Strategic Sourcing Model provides a structured, step-by-step approach for managing sourcing activities. The steps include profiling the category, assessing the supply market, developing sourcing strategies, and implementing them. This model ensures that sourcing is systematic, evidence-based, and aligned with strategic objectives. Unlike tools such as the Kraljic Matrix, which classifies items by risk and impact, Kearney's model provides an end-to-end process framework for sourcing execution. Similarly, Pareto and Porter's 5 Forces are useful analytical tools but not procedural sourcing frameworks. For category managers, the Kearney Model is valuable because it emphasises cross-functional collaboration, data-driven decision-making, and continuous improvement. Its structured approach reduces risks of ad-hoc decision-making and ensures alignment with organisational goals. This is why it is a central feature of L5M6 study material and often tested in exams.

Reference: CIPS L5M6 Study Guide, p.28-29

#### NEW QUESTION # 77

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

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

**Answer: B,C,E**

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 # 78

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

**Answer: A,C**

Explanation:

- \* Making ethics and compliance a priority [A] ensures supplier selection considers regulatory and social responsibility aspects.
- \* Communicating values across the supply chain [C] builds alignment and accountability.

