

# Reliable L5M6 Exam Papers, L5M6 Actual Tests



What's more, part of that PDFTorrent L5M6 dumps now are free: <https://drive.google.com/open?id=1Pv6WPcO6iB2LKA6mOFEOXYnvS2VSNYvm>

We learned that a majority of the candidates for the L5M6 exam are office workers or students who are occupied with a lot of things, and do not have plenty of time to prepare for the L5M6 exam. Taking this into consideration, we have tried to improve the quality of our L5M6 Training Materials for all our worth. Now, I am proud to tell you that our L5M6 study dumps are definitely the best choice for those who have been yearning for success but without enough time to put into it.

Any ambiguous points may cause trouble to exam candidates. So clarity of our L5M6 training materials make us irreplaceable including all necessary information to convey the message in details to the readers. All necessary elements are included in our L5M6 practice materials. Effective L5M6 exam simulation can help increase your possibility of winning by establishing solid bond with you, help you gain more self-confidence and more success.

>> **Reliable L5M6 Exam Papers** <<

## L5M6 Actual Tests | L5M6 Reliable Dumps Files

We are concentrating on the reform on the L5M6 exam material that our candidates try to get aid with. We own the profession experts on compiling the L5M6 practice questions and customer service on giving guide on questions from our clients. Our L5M6 Preparation materials contain three versions: the PDF, the Software and the APP online. They give you different experience on trying out according to your interests and hobbies. And they can assure your success by precise information.

## CIPS Category Management Sample Questions (Q73-Q78):

### NEW QUESTION # 73

Which of the following are legal aspects of a contract a Procurement Manager should know?

- A. TUPE
- B. Liabilities
- C. Intellectual Property
- D. Sustainability

- E. Relationship management

**Answer: A,B,C**

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

Tulipa Ltd is a manufacturer of vegan frozen food. It saw significant market growth for three years, but in the last two years market share has remained stable despite no new entrants. Which stage in the lifecycle is the vegan frozen food market?

- A. Birth
- **B. Maturity**
- C. Growth
- D. Decline

**Answer: B**

Explanation:

The correct answer is Maturity. In the industry lifecycle model, markets evolve through stages: birth, growth, maturity, and decline. Tulipa Ltd initially saw high growth, reflecting the growth stage, where demand is rising, and market share is expanding. However, for the past two years, share has plateaued, suggesting the market has stabilised, which is a key characteristic of the maturity stage. At maturity, the market is often saturated, with limited opportunities for expansion. Competition becomes more intense, innovation slows, and firms compete largely on efficiency, branding, or incremental improvements. Unlike decline, the market is still viable and profitable, but growth rates are flat.

The study guide also introduces an intermediate stage called shakeout, occurring between growth and maturity, where weaker competitors exit. Tulipa's situation has passed growth but has not yet entered decline, making maturity the correct classification.

[Ref: CIPS L5M6 Study Guide, p.175 - Industry Lifecycle and Procurement Strategy]

#### NEW QUESTION # 75

Analytics data can be used in Category Management forecasting. Which of the following would be a form of Analytics Data?

- A. Expertise data e.g. estimated lead times
- B. Known data e.g. manufacturing capacity
- C. Data from the past e.g. historical trends
- **D. Data models and predictions e.g. trends for the future**

**Answer: D**

Explanation:

Analytics data refers to data models and predictions, often generated through statistical methods or advanced software, that provide insights into future trends. Unlike historical data, which looks at past performance, or known data, which describes current realities, analytics projects what is likely to happen in the future. For example, predictive analytics can identify demand spikes based on past seasonal behaviour, consumer sentiment, or economic indicators. In category management, such predictive models are invaluable for anticipating supply shortages, managing risks, and planning procurement strategies. Analytics data allows procurement professionals to move from reactive decision-making to proactive and strategic management.

The integration of analytics into forecasting also supports better negotiation with suppliers, as buyers can demonstrate awareness of

future trends and cost drivers. In today's fast-changing markets, reliance solely on historical data is insufficient-analytics data gives procurement a competitive edge.

Reference: CIPS L5M6 Study Guide, p.140

#### NEW QUESTION # 76

Which of the following are potential consequences for an organisation which fails to identify and address risk? Select TWO.

- A. Corruption
- B. Financial loss
- C. Damage to brand image
- D. Lawsuits

**Answer: B,C**

Explanation:

CIPS highlights that damage to brand reputation and financial loss are two major risks of failing to manage supply chain risks effectively. Legal issues such as lawsuits arise from illegal activity, which is separate from general risk exposure.

Reference: CIPS L5M6 Study Guide, p.111

#### NEW QUESTION # 77

Peak Pricing is also known as which other type of pricing model?

- A. Price skimming
- B. Dynamic pricing
- C. Penetration pricing
- D. Limit pricing

**Answer: B**

Explanation:

Peak pricing is another term for dynamic pricing, where the cost of a product or service changes in response to fluctuations in demand and market conditions. A common example is airline ticket pricing, where fares increase during peak travel periods and drop during off-peak times.

Dynamic pricing relies on market data, technology, and sometimes artificial intelligence to adjust prices in real-time. It maximises revenue by capturing higher margins during periods of strong demand while stimulating sales when demand weakens.

Other options are different strategies:

\* Penetration pricing involves initially low prices to gain market entry.

\* Limit pricing aims to deter new entrants by setting prices low enough to discourage competition.

\* Price skimming involves launching at a high price, then gradually lowering it as demand declines.

In category management, understanding pricing models like dynamic pricing helps procurement anticipate supplier pricing strategies and develop negotiation tactics.

[Ref: CIPS L5M6 Study Guide, pp.180-182 - Pricing models and procurement]

#### NEW QUESTION # 78

.....

We attach importance to candidates' needs and develop the L5M6 practice materials from the perspective of candidates, and we sincerely hope that you can succeed with the help of our practice materials. Our aim is to let customers spend less time to get the maximum return. By choosing our L5M6 practice materials, you only need to spend a total of 20-30 hours to deal with exams, because our L5M6 practice materials are highly targeted and compiled according to the syllabus to meet the requirements of the exam. As long as you follow the pace of our L5M6 practice materials, you will certainly have unexpected results.

**L5M6 Actual Tests:** <https://www.pdf torrent.com/L5M6-exam-prep-dumps.html>

The Category Management L5M6 web-based practice exam has all the features of the desktop software, but it requires an active internet connection, Our latest L5M6 Exam Dumps have hourly updating features that are done by qualified and certified professionals in order to support our candidate to get 100% in CIPS L5M6 exam, The price of the L5M6 test dumps is quite reasonable, no matter you are the students or the employees of the enterprise, you can afford it.

