

# L5M6證照信息 - L5M6软件版



在如今互聯網如此發達社會裏，選擇線上培訓已經是很普遍的現象。Fast2test就是眾多線上培訓網站之一。Fast2test的線上培訓有著多年的經驗，可以為參加CIPS L5M6 認證考試的考生提供高品質的學習資料，來能滿足考生的所有需求。

CIPS L5M6是IT專業人士的首選，特別是那些想晉升的IT職員。CIPS的L5M6是一個可以給你的職業生涯帶來重大影響的考試，而獲得L5M6認證是作為IT職業發展的有力保證。L5M6考古題已經幫助了成千上萬的考生獲得成功，這是一個高品質的題庫資料。我們提供給您最近更新的L5M6題庫資料，來確保您通過認證考試，如果您一次沒有通過考試，我們將給您100%的退款保證。

>> L5M6證照信息 <<

## 最優質的L5M6證照信息 & CIPS L5M6软件版：Category Management通過認證

根據最新的擬真試題資訊，CIPS L5M6 認證擬真試題更新了，該擬真試題評估的適當性和資料的品質進行資料集成的積極性。本擬真試題已經幫助很多的考生順利通過 L5M6 考試，獲取證書。CIPS L5M6 認證擬真試題是有經驗的專家根據最新的考試指南編訂，經過很多次測驗適合全球考生使用，考生可以享受一年更新服務。考生可以參照最新的 L5M6 認證部分模擬試題。

## 最新的 CIPS Certification L5M6 免費考試真題 (Q78-Q83):

### 問題 #78

A new supplier to a marketplace is using break-even pricing to determine the price at which to sell a product. Which of the following does this type of pricing structure not consider? Select TWO.

- A. Fixed costs
- B. Variable costs
- C. Price elasticity
- D. Competitors' pricing

答案：C,D

**解題說明：**

Break-even pricing is a method where a supplier sets a price to cover fixed and variable costs, ensuring they do not operate at a loss. However, this approach does not account for price elasticity (how sensitive demand is to price changes) or competitors' pricing strategies. This can be a weakness because while break-even ensures financial sustainability, it may not ensure competitiveness or profitability in dynamic markets.

For procurement professionals, understanding suppliers' pricing models helps in negotiation and cost management. If a supplier relies only on break-even pricing, they may either set prices too low (risking financial instability) or too high (losing market share).

Category managers must consider broader market forces, cost drivers, and customer behaviours to anticipate supplier pricing strategies. By understanding these limitations, buyers can push for more favourable terms and ensure that suppliers align with market expectations.

Reference: CIPS L5M6 Study Guide, p.180

**問題 #79**

Of the following 4 types of industries, which has the lowest barriers to entry?

- A. Soft drink manufacturing
- B. Pharmaceuticals
- **C. Restaurant**
- D. Airline

**答案： C**

**解題說明：**

Industries differ in terms of barriers to entry, which are obstacles that make it difficult for new competitors to enter a market. The restaurant industry has relatively low barriers-it requires less upfront capital, fewer regulatory approvals, and allows easier entry compared to industries such as airlines or pharmaceuticals. In contrast, pharmaceuticals involve stringent legal regulations, high R&D costs, and patents, while airlines require massive capital investment and regulatory compliance. The soft drinks industry, while not as capital-intensive, has strong barriers due to brand loyalty, global supply chains, and marketing costs. For procurement, recognising barriers to entry is important because it affects supply market competitiveness. In industries with low barriers like restaurants, buyer power is generally higher because new suppliers can enter easily. In high-barrier industries, suppliers hold greater power due to limited alternatives. This ties directly into Porter's Five Forces, which procurement professionals use to evaluate market attractiveness and develop category strategies.

Reference: CIPS L5M6 Study Guide, p.179

**問題 #80**

Salim is using the CIPS Procurement and Supply Cycle to run a tender for a new item. He needs to complete a Make vs Buy assessment. Under which stage of the cycle should this be done?

- A. Develop strategy/plan
- B. Market engagement
- **C. Market/commodity and options**
- D. Develop a high-level specification

**答案： C**

**解題說明：**

The correct stage is Market/commodity and options [including make vs buy assessment], which is Stage 2 of the CIPS Procurement and Supply Cycle. This stage focuses on analysing the external market, internal requirements, and identifying whether to make a product in-house or source it externally.

A Make vs Buy assessment helps determine whether the organisation has the capacity, skills, and resources to produce the item internally, or whether outsourcing would deliver greater value. Factors such as cost, risk, quality, lead time, and strategic alignment are evaluated.

Other stages differ:

\* High-level specification [Stage 1]: Focuses on defining what is needed, not sourcing decisions.

\* Develop strategy/plan [Stage 3]: Comes after options are analysed, where the sourcing path is chosen.

\* Market engagement [Stage 4]: Involves engaging suppliers, which cannot happen until the Make vs Buy decision is made.

This makes Stage 2 the most accurate point for such an assessment.

[Ref: CIPS L5M6 Study Guide, pp.35-36 - Procurement Cycle, Make vs Buy analysis]

### 問題 #81

CEB Research states that there are 6 competencies which drive strategic performance in Procurement. The ability to stay calm under pressure and handle criticism is which competency?

- A. Results seeker
- **B. Adaptor**
- C. Innovator
- D. Influencer

答案： B

解題說明：

The Adaptor competency reflects resilience and flexibility, particularly the ability to remain calm under pressure and handle criticism constructively. CEB Research identifies six key competencies for high- performing procurement teams: functional expert, influencer, results seeker, innovator, adaptor, and complier.

Each competency contributes to overall effectiveness. Adaptors are especially important in procurement because markets are dynamic and supplier relationships can be complex. Their ability to adjust strategies in the face of change ensures procurement remains resilient. For category managers, adaptability supports risk management, stakeholder engagement, and effective negotiation. Without this competency, procurement risks being rigid and unresponsive to changing circumstances.

Reference: CIPS L5M6 Study Guide, p.70

### 問題 #82

Derek is a Supply Chain Manager conducting a risk assessment. A supplier from 10,000 miles away could fail to deliver, and the risk is classified as major. Using a 1-5 scale for severity and likelihood, which score applies?

- A. 0
- B. 1
- **C. 2**
- D. 3

答案： C

解題說明：

The correct score is 25, which is the highest possible risk score on a 1-5 scale. This reflects a major risk with both severity [5] and likelihood [5] rated as high. The risk assessment methodology multiplies these two factors [ $5 \times 5 = 25$ ] to produce a risk rating. This scoring system enables supply chain managers to rank risks and prioritise mitigation strategies. A risk scored at 25 requires urgent attention, such as developing contingency plans, dual sourcing, increasing safety stock, or renegotiating terms with suppliers. Lower scores such as 1, 5, or 10 indicate lower overall risk exposure, but in this case, the combination of long geographical distance, reliance on a low-cost country supplier, and criticality of the order elevates the risk to the maximum score.

Risk assessment tools like this are central to category management because they support proactive risk mitigation rather than reactive crisis management.

[Ref: CIPS L5M6 Study Guide, p.56 - Risk assessment scoring and protocols]

### 問題 #83

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有很多途徑可以幫你通過CIPS L5M6 認證考試的，選擇好的途徑也就是選擇了好的保障。Fast2test可以為你提供好的培訓工具，為您參加CIPS L5M6 認證考試提供高品質的參考資料。Fast2test提供的考試練習題和答案是根據CIPS L5M6 認證考試的考試大綱研究出來的。所以Fast2test提供的資料的品質很高，具有很高權威性，絕對可以盡全力幫你通過CIPS L5M6 認證考試。Fast2test也會不斷提升更新我們提供的CIPS L5M6 認證考試資料，來滿足您的需求。

**L5M6軟件版**: <https://tw.fast2test.com/L5M6-premium-file.html>

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