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順便提一下，可以從雲存儲中下載Fast2test L5M6考試題庫的完整版：https://drive.google.com/open?id=1q8Rx7xRvo4yxyH_ob5qrs1Nez9U396Ak

對於L5M6認證是評估職員在公司所具備的能力和知識，而如何獲得CIPS L5M6認證是大多數考生面臨的挑戰性的問題。現在的考試如L5M6在經常的更新，準備通過這個考試是一項艱巨的任務，CIPS L5M6考古題是一個能使您一次性通過該考試的題庫資料。一旦您通過考試，您將獲得不錯的工作機會，所以，選擇L5M6題庫就是選擇成功，我們將保證您百分之百通過考試。

CIPS L5M6 考試大綱：

主題	簡介
主題 1	<ul style="list-style-type: none"> 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.

主題 2	<ul style="list-style-type: none"> • 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.
主題 3	<ul style="list-style-type: none"> • 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.

>> L5M6指南 <<

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最新的 CIPS Certification L5M6 免費考試真題 (Q40-Q45):

問題 #40

In order for Category Management to succeed, is business commitment and stakeholder buy-in essential?

- A. Yes - must be endorsed and supported by top management
- B. No - categories work independently of each other
- C. Yes - because it is tactical and requires cross-functional teamwork
- D. No - commitment is only required for high-spend categories

答案： A

解題說明:

The correct answer is Yes - business commitment and top management endorsement is essential.

Category management is a strategic approach that requires cross-functional collaboration and long-term alignment with business objectives. Without commitment from senior leadership, procurement lacks the authority, resources, and stakeholder engagement necessary to implement effective category strategies.

Option B is incorrect because category management is strategic, not merely tactical. Options C and D underestimate the interdependence of categories and the need for broad business support. Even low-spend categories can carry risks or opportunities requiring strategic oversight.

CIPS emphasises that full endorsement by senior management ensures stakeholder buy-in, smooth adoption of new processes, and maximisation of category benefits. Lack of support often results in fragmented efforts, limited compliance, and failure to achieve intended value.

[Ref: CIPS L5M6 Study Guide, p.46 - Importance of stakeholder commitment]

問題 #41

Which category of spend item would be most suitable to purchase through an e-auction?

- A. Non-critical
- B. Leverage
- C. Bottleneck
- D. Strategic

答案： B

解題說明:

Leverage items [low supply risk, high financial impact] are best suited for e-auctions. Buyers can use competitive bidding to drive down prices when multiple suppliers exist.

By contrast:

- * Bottleneck items [low value, high supply risk] are not suited as choice is limited.
- * Strategic items require partnership and collaboration, not price-only competition.
- * Non-critical items don't justify the effort of auctions.

[Ref: CIPS L5M6 Study Guide, p.97 - Kraljic Portfolio Matrix]

問題 #42

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

答案: C,D

解題說明:

* 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]

問題 #43

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

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

答案: A

解題說明:

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]

問題 #44

Caleb is completing a risk assessment on his supply chain using a matrix categorising risks on a scale of 1-5.

He identifies one risk with a score of 2. Which category of risk would this fall into?

- A. Moderate
- B. Main
- C. Minor
- D. Major

答案: C

解題說明:

Risk assessments in procurement often use a likelihood \times severity matrix. Risks are scored on scales from 1-5, and the scores are multiplied. A score of 2 indicates a minor risk with low impact and/or low probability.

For comparison, risks with scores in the upper range (e.g., 20-25) are considered major risks that demand immediate mitigation.

Minor risks, although not ignored, are often monitored rather than heavily resourced.

This structured approach ensures procurement teams focus resources on the most significant threats while still maintaining oversight of low-level risks. By categorising risks this way, category managers create clarity for decision-makers and align procurement risk management with enterprise-wide frameworks.

Reference: CIPS L5M6 Study Guide, p.56

問題 #45

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