

# 100% Pass CIPS - Perfect L5M6 - Study Category Management Material



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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 L5M6 Test Duration & L5M6 Valid Practice Questions

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## CIPS Category Management Sample Questions (Q68-Q73):

### NEW QUESTION # 68

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

**Answer: A**

Explanation:

Risk assessments in procurement often use a likelihood × 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

### NEW QUESTION # 69

Joe is a Category Manager at an automobile company. Which of the following would be the best way to decide on categories in this industry?

- A. By supplier
- B. By spend
- C. By part
- D. Alphabetically

**Answer: C**

Explanation:

In the automobile industry, the most logical method for structuring categories is by part. Large manufacturing organisations, such as Ford or Toyota, procure thousands of parts and materials from hundreds of suppliers. To manage this complexity effectively, they segment procurement responsibilities into categories such as engines, tyres, glass, electronics, or body frames. This allows Category Managers to develop deep expertise in their assigned areas, improving supplier relationships and value delivery.

Other approaches are less effective:

\* Alphabetical categorisation is impractical and arbitrary, providing no strategic value.

\* By spend creates imbalances, as high-value categories would attract disproportionate workload and risk, leaving others underrepresented.

\* By supplier could lead to inefficiency and over-fragmentation, as suppliers often provide multiple types of products.

The study guide stresses that categorisation must allow procurement teams to be efficient, balanced, and capable of strategic focus.

By organising categories by part, managers can align more closely with engineering and production needs, ensuring better cross-functional collaboration.

[Ref: CIPS L5M6 Study Guide, p.3 - Defining categories in Category Management]

### NEW QUESTION # 70

When completing a tender exercise, in addition to price and quality, which factors may also be considered?

- A. PQQ
- B. CSR
- C. TCO
- D. ITT

**Answer: B**

Explanation:

The correct answer is CSR [Corporate Social Responsibility]. In modern procurement, tenders are no longer evaluated solely on price and quality. Organisations increasingly consider ethical, environmental, and sustainability performance as part of supplier evaluation. CSR factors include labour practices, carbon footprint, use of sustainable materials, and compliance with ethical trading standards.

Other options represent different procurement tools but are not additional evaluation factors:

\* TCO [Total Cost of Ownership]: A financial analysis tool, not a tender factor.

\* ITT [Invitation to Tender]: A formal document, not a factor.

\* PQQ [Pre-Qualification Questionnaire]: Used for initial supplier screening, not tender evaluation.

Integrating CSR into tenders reflects the wider move towards responsible procurement. It ensures suppliers align with the buyer's values and long-term risk management priorities.

[Ref: CIPS L5M6 Study Guide, p.39 - CSR considerations in tenders]

### NEW QUESTION # 71

Yvonne is the Lead Negotiator for her Category. She is renewing a contract with an existing supplier and her negotiation technique is based on being passionate and creating a shared sense of purpose. Which negotiation style does she employ?

- A. Empathy
- B. Logic
- **C. Inspire**
- D. Confidence

**Answer: C**

Explanation:

The correct answer is Inspire. According to the negotiation styles outlined in the L5M6 study guide, the Inspire style is based on passion, motivation, and creating a sense of shared purpose between buyer and supplier. It focuses on appealing to the values and aspirations of the other party, encouraging collaboration and commitment beyond transactional goals.

Unlike logic [which relies on rational arguments and data] or confidence [which emphasizes authority and assertiveness], inspire creates an emotional connection that fosters trust and long-term cooperation. Empathy is another style that focuses on understanding the other party's position but does not carry the motivational dimension of "inspire." For category managers, using an inspire style can be particularly powerful when renewing contracts with long-term suppliers where collaboration, innovation, and trust are critical to value creation. It demonstrates leadership and ensures both sides are committed to mutually beneficial outcomes.

[Ref: CIPS L5M6 Study Guide, p.67 - Negotiation styles in category management]

### NEW QUESTION # 72

Jonah is a Procurement Specialist responsible for a sub-category of work which includes procuring skilled labour for construction. Sub-categories can also be known as what within a Category?

- A. Sets
- B. Lots
- C. Divisions
- **D. Commodities**

**Answer: D**

Explanation:

Within Category Management, sub-categories are often referred to as commodities. These are narrower groupings within a category that focus on specific goods or services. For example, within the Construction category, commodities might include raw materials, subcontracted labour, or specialist equipment hire.

Recognising commodities helps procurement apply tailored strategies that address their specific market dynamics and risk profiles. It also provides clarity when developing category plans, as different commodities may require different sourcing and supplier management approaches. By managing at both category and commodity levels, organisations can strike a balance between broad strategic alignment and detailed tactical execution.

Reference: CIPS L5M6 Study Guide, p.52

## NEW QUESTION # 73

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