

L5M6試験の準備方法 | 実用的なL5M6科目対策試験 | 検証するCategory Management最新受験攻略

科目Aの出題範囲

分野	大分類	問題数の内訳（予想）
テクノロジ系	基礎理論 コンピュータシステム 技術要素 開発技術	40～45問
マネジメント系	プロジェクトマネジメント サービスマネジメント	5～10問
ストラテジ系	システム戦略 経営戦略 企業と法務	10～15問

さらに、MogiExam L5M6ダンプの一部が現在無料で提供されています：<https://drive.google.com/open?id=1whNKePCV7ciNxQPd60pZCs22S-4dsAUi>

L5M6試験に出席するための勉強は、メソッドに注意を払います。良い方法は、多くの場合、半分の労力で結果をもたらすことができます。したがって、私たちは試験の時間であり、また受験スキルを知っている必要があります。L5M6クイズガイドは過去数年間の要約に基づいており、回答には特定のルールがあり、主観的または客観的な質問のいずれかが見つかります。共通する類似の対応モジュールで見つけることができます。このため、L5M6試験のダンプでは、L5M6試験に合格するのに役立つ資格試験のいくつかのタイプの質問をまとめています。

CIPS L5M6 認定試験の出題範囲：

トピック	出題範囲
トピック 1	<ul style="list-style-type: none">支出管理に関する概念、ツール、および手法を理解する：このセクションでは、カテゴリーアナリストの分析能力を測定し、カテゴリーマネジメントにおける支出管理手法を焦点を当てます。組織が調達の効率性と価値創造を高めるために、さまざまな種類の支出をどのように特定、分類、分析するかを探ります。
トピック 2	<ul style="list-style-type: none">カテゴリーマネジメント戦略策定に活用できるアプローチの理解：このセクションでは、調達マネージャーのスキルを評価し、調達機能におけるカテゴリーマネジメント戦略の策定方法の理解に焦点を当てます。受験者は、戦略的調達と従来型調達を区別し、これらのアプローチが長期的なサプライヤー関係をどのようにサポートするかを評価し、組織目標と整合させることができます。また、このセクションでは、調達効率の向上とコスト最適化の達成におけるカテゴリーマネジメントの役割にも重点を置いています。
トピック 3	<ul style="list-style-type: none">カテゴリーマネジメントプロセスの戦略的影響を理解する：このセクションでは、カテゴリーマネジメントが組織のパフォーマンスに及ぼす影響について、調達マネージャーの戦略的洞察を評価します。データに基づく意思決定と市場インテリジェンスを活用して調達戦略を策定し、持続可能な調達成果を促進する方法について考察します。

>> L5M6科目対策 <<

試験の準備方法-ハイパスレートのL5M6科目対策試験-有効的なL5M6最新受験攻略

この情報の時代の中に、たくさんのIT機構はCIPSのL5M6認定試験に関する教育資料がありますけれども、受験生がこれらのサイトを通じて詳細な資料を調べられなくて、対応性がなくて受験生の注意に惹かれなりません。

CIPS Category Management 認定 L5M6 試験問題 (Q51-Q56):

質問 #51

Which of the following is an example of a supply chain risk? Select TWO.

- A. Lightning strikes the organisation's HQ
- B. A cargo ship is delayed due to strike action at a port of entry
- C. A consultant provides bad advice to a client as they are unaware of a legislation change
- D. Badly defined T&Cs in a contract cause a supplier to fail to deliver services effectively

正解: B、D

解説:

Supply chain risks are risks that involve suppliers or logistics networks and have a direct impact on procurement performance. Poorly defined contract terms (Option A) may cause service failure, while delays due to port strikes (Option D) disrupt inbound logistics. These are classic supply chain risks because they are linked to supplier performance or external logistics factors. By contrast, lightning striking HQ is an internal operational risk, and a consultant giving poor advice is a professional service risk rather than a direct supply chain issue. For procurement, identifying supply chain risks is critical to developing mitigation strategies such as alternative suppliers, buffer stock, or stronger contractual clauses. Risk assessment frameworks like the likelihood/severity matrix help prioritise which risks to address first.

Reference: CIPS L5M6 Study Guide, p.56

質問 #52

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

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

正解: C

解説:

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]

質問 #53

Penelope works for an international manufacturer. Which categories are most likely to be outsourced?

- A. Warehousing
- B. Operations
- C. Facilities management
- D. Marketing services
- E. Raw materials

正解: C、D

解説:

The categories most likely to be outsourced are Marketing services and Facilities Management [FM].

These are examples of indirect spend categories where external providers often offer specialist expertise, cost efficiency, and scalability.

CIPS identifies five indirect categories frequently outsourced: Marketing, Facilities Management, IT / Communications, Human Resources, and MRO [Maintenance, Repairs, Operations]. Outsourcing these allows organisations to focus internal resources on core competencies such as manufacturing or R&D.

Raw materials, warehousing, and operations are typically core to production and therefore managed internally or strategically sourced, rather than fully outsourced. While warehousing may sometimes be outsourced [3PL], it is not listed among the primary categories in the study guide.

Outsourcing decisions must balance cost, risk, and strategic importance. For example, outsourcing FM reduces overheads while ensuring professional management of buildings and services, whereas marketing agencies provide creativity and campaign expertise. [Ref. CIPS L5M6 Study Guide, pp.46-47 - Categories commonly outsourced]

質問 # 54

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

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

正解: C

解説:

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

質問 # 55

What is a General Ledger?

- A. A catalogue of products to buy and/or sell
- B. An IT system that conducts tenders electronically
- C. An IT system that prepares information for financial reporting
- D. A list of approved suppliers

正解: C

解説:

A General Ledger [GL] is the central accounting record used by businesses to prepare financial reports. It categorises all financial transactions into cost codes, allowing managers to track expenditure, revenue, assets, and liabilities.

For category managers, the General Ledger provides visibility into spend categories. This information supports spend analysis and helps in mapping organisational costs against suppliers, categories, and business functions. It differs from line item detail by offering a higher-level financial view.

Other options are misleading:

- * Option A [tenders] relates to e-procurement platforms, not financial records.
- * Option C [catalogue] refers to item listings, not ledgers.
- * Option D [supplier lists] relates to approved supplier databases.

By using GL data, procurement can ensure alignment with finance, strengthening compliance, budgeting, and strategic sourcing decisions.

[Ref. CIPS L5M6 Study Guide, p.135 - Use of General Ledger in procurement analysis]

質問 # 56

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我々のL5M6問題集はIT認定試験に関連する豊富な経験を持っているIT専門家によって研究された最新バージョンの試験参考書です。この問題集は全面的で的中率が超高いです。我々のL5M6問題集はCIPSのリーダーです。

そのほかに、我々はお客様の立場で商品を開発するという目的を持っていますから、あなたに利便性をもたらすために、我々は大好評を博しているL5M6問題集を開発しました。

L5M6最新受験攻略: <https://www.mogixexam.com/L5M6-exam.html>

P.S. MogiExamがGoogle Driveで共有している無料かつ新しいL5M6ダンプ: <https://drive.google.com/open?id=1whNKEpcV7ciNxQPd60pZCs22S-4dsAUi>