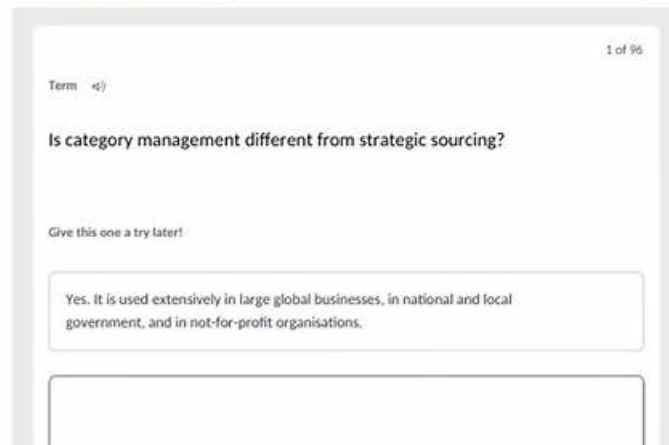


L5M6 Fragen Antworten - L5M6 PDF

L5M6 CATEGORY MANAGEMENT - LEARNING OUTCOME 1 (APPROACHES THAT CAN BE USED TO DEVELOP CATEGORY MANAGEMENT STRATEGIES) EXAM QUESTIONS WITH 100% CORRECT ANSWERS!!



It-Pruefung ist eine Website, die IT-Fachleuten Informationsressourcen zur CIPS L5M6 IT-Zertifizierungsprüfung bietet. Die Feedbacks von vielen Kunden haben sich bewiesen, dass It-Pruefung die beste Website in Bezug auf die Prüfungsvorbereitung ist. Die Produkte von It-Pruefung sind zuverlässige Prüfungsunterlagen. Die CIPS L5M6 Prüfungsfragen und Antworten von It-Pruefung sind sehr genau. Unsere erfahrungsreichen IT-Fachleute verbessern immer noch die Qualität unserer CIPS L5M6 Schulungsunterlagen.

Im It-Pruefung können Sie kostenlos einen Teil der L5M6 Prüfungsfragen und Antworten zur CIPS L5M6 Zertifizierungsprüfung herunterladen, so dass Sie die Glaubwürdigkeit unserer Produkte testen können. Mit unseren Produkten können Sie 100% Erfolg erlangen und der Spitze in der IT-Branche einen Schritt weit nähern

>> L5M6 Fragen Antworten <<

Die neuesten L5M6 echte Prüfungsfragen, CIPS L5M6 originale fragen

Wenn Sie sich noch anstrengend bemühen, die CIPS L5M6 Prüfung zu bestehen, kann It-Pruefung Ihren Traum verwirklichen. Die Schulungsunterlagen zur CIPS L5M6 Zertifizierung von It-Pruefung sind die besten und bieten Ihnen auch eine gute Plattform zum Lernen. Die Frage lautet, wie Sie sich auf die Prüfung vorbereiten sollen, um die L5M6 Prüfung 100% zu bestehen. Die Antwort ist ganz einfach. Sie sollen die Fragenkataloge zur CIPS L5M6 Zertifizierung von It-Pruefung wählen. Mit ihr können Sie sich ganz entspannt auf die L5M6 Prüfung vorbereiten.

CIPS L5M6 Prüfungsplan:

Thema	Einzelheiten
Thema 1	• 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.
Thema 2	• 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.
Thema 3	• 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.

CIPS Category Management L5M6 Prüfungsfragen mit Lösungen (Q39-Q44):

39. Frage

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

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

Antwort: A,B

Begründung:

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]

40. Frage

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

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

Antwort: D

Begründung:

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]

41. Frage

Callie is a Category Manager at a car parts manufacturer. She discovers through a SWOT analysis that many other customers are increasing short-term demand for raw materials. Which category does this fall under?

- A. Strengths
- B. Weaknesses
- C. Opportunities
- **D. Threats**

Antwort: D

Begründung:

This situation represents a Threat within SWOT analysis. SWOT distinguishes between internal and external factors. Strengths and weaknesses are internal to the organisation, while opportunities and threats are external.

Here, the short-term spike in demand is external to Callie's business. It is also potentially harmful because increased competition for raw materials [rubber, metal, etc.] can lead to higher prices, longer lead times, and supply shortages. Therefore, this is categorised as a threat.

It cannot be an opportunity, as the increase in demand benefits suppliers rather than Callie's firm. Nor is it a strength or weakness, as those describe factors within the company such as production capabilities or financial resources.

Using SWOT in category management allows managers to anticipate and mitigate external risks while leveraging internal strengths.

Recognising this threat means Callie may develop strategies such as dual sourcing, supplier collaboration, or forward buying to reduce exposure.

[Ref: CIPS L5M6 Study Guide, p.122 - SWOT analysis in category management]

42. Frage

Which of the following are benefits of Category Management? Select THREE.

- **A. Innovation**
- **B. Improved Supplier Relations**
- **C. Fewer Supplier Contracts**
- D. Better Use of IT Systems
- E. Less Staff Required

Antwort: A,B,C

Begründung:

Category Management delivers multiple benefits for organisations, including:

* Fewer supplier contracts, achieved by consolidating spend and reducing fragmentation.

* Improved supplier relations, as suppliers are engaged strategically rather than transactionally, enabling stronger collaboration.

* Increased innovation, which arises when procurement works closely with suppliers to develop new solutions and efficiencies.

Other benefits highlighted by CIPS include better pricing, improved terms and conditions, stakeholder satisfaction, enhanced risk management, and improved spend visibility. The incorrect options-"less staff required" and "better use of IT systems"-may result indirectly from streamlined procurement, but they are not primary benefits recognised in the category management framework. The true value of category management lies in shifting procurement from a transactional function to a strategic enabler of value. By grouping spend into categories and applying tailored strategies, organisations achieve economies of scale, better market intelligence, and stronger alignment with business objectives.

43. Frage

Why would a company use a Technology Roadmap?

- A. To mitigate risks of cyber-attacks
- B. To assist in marking a tender for IT equipment
- **C. To help decide which technology to invest in the future**
- D. To decide between two different software providers

Antwort: C

Begründung:

A Technology Roadmap is a planning tool used to align technological investments with business strategy. It enables organisations to evaluate current capabilities, identify emerging challenges, and plan for future technology adoption. The purpose is not just to decide between existing options but to forecast which innovations will be most valuable over time.

For instance, a company may use a roadmap to determine whether to invest in automation, artificial intelligence, or renewable energy solutions, based on expected business growth and industry trends. This ensures resources are allocated to technologies that offer long-term competitiveness.

Other options are less accurate:

* Option A oversimplifies; technology roadmaps are not for one-off decisions.

* Option B is incorrect as tenders require specifications, not long-term roadmaps.

* Option D relates to risk management, not strategic technology planning.

Therefore, the roadmap helps businesses stay adaptive and forward-thinking, ensuring that investments made today remain relevant tomorrow.

[Ref: CIPS L5M6 Study Guide, pp.126-127 - Technology Roadmaps in category management]

44. Frage

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