

# L5M6合格記、L5M6基礎訓練

**LPIC-1 (ITスキル標準レベル1)**  
実務で必要となるLinuxの基本的な操作とシステム管理が行えるレベルであることを認定

**LPIC-2 (ITスキル標準レベル2)**  
ネットワーク構築やシステムデザインにおいて企画、導入、維持、トラブル対応などができることを認定

**LPIC-3 (ITスキル標準レベル3)**  
Linuxに関して最高レベルの知識と技術力を持つ専門家であることを認定



BONUS!!! Tech4Exam L5M6 ダンプの一部を無料でダウンロード: [https://drive.google.com/open?id=1IZ2y2ETw6Phu\\_w50WPAAdwSjw3rdXSnfX](https://drive.google.com/open?id=1IZ2y2ETw6Phu_w50WPAAdwSjw3rdXSnfX)

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## 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"><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>
トピック 2	<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>
トピック 3	<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>

>> L5M6合格記 <<

## L5M6試験の準備方法 | 検証するL5M6合格記試験 | 実際的なCategory Management基礎訓練

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## CIPS Category Management 認定 L5M6 試験問題 (Q88-Q93):

### 質問 # 88

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

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

正解: A、C、E

解説:

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.

Reference: CIPS L5M6 Study Guide, p.6

### 質問 # 89

A category which includes raw materials required in large quantities and high volumes is often known as what?

- A. Primary Category
- B. Demand Category
- C. Direct Category
- D. House Category

正解: C

解説:

A Direct Category refers to spend on items that are directly linked to the production of goods or delivery of services. For manufacturers, this includes raw materials, components, and items required in high volumes that form part of the finished product.

These categories are critical because supply disruptions or price volatility can have significant impacts on production and customer delivery. Conversely, Indirect Categories refer to goods and services not directly linked to production, such as cleaning services, IT systems, or office supplies.

Effective management of direct categories often involves long-term supplier relationships, strategic sourcing, and risk management.

Since they directly affect business continuity, procurement strategies must prioritise availability, cost stability, and quality. Category managers often use Kraljic's Matrix and forecasting tools to design robust sourcing strategies for direct categories.

Reference: CIPS L5M6 Study Guide, p.4

### 質問 # 90

Which of the following can be used to group categories for Category Management within an organisation?

- A. WTO Guidelines
- B. UNSPC
- C. ISO9001
- D. Kraljic Matrix

正解: B

解説:

The United Nations Standard Products and Services Code (UNSPC) provides a universal taxonomy for classifying goods and services. Some organisations adopt UNSPC as a standard way of grouping categories for procurement, while others create their own frameworks tailored to business needs. Unlike tools such as the Kraljic Matrix, which is used to assess risk and value, UNSPC is a classification system designed for spend categorisation and reporting. Using standardised codes ensures better data consistency, benchmarking, and spend visibility across organisations, especially in global supply chains. By adopting UNSPC, procurement teams can reduce ambiguity in spend analysis and ensure categories are aligned with recognised frameworks.

Reference: CIPS L5M6 Study Guide, p.3

#### 質問 # 91

Claudio wants to limit risks from supplier financial instability. Which two actions are most effective?

- A. Have contingency plans in place
- B. Limit spend with one supplier to 30% of external spend
- C. Contract smaller businesses and start-ups
- D. Use fewer suppliers

正解: A、B

解説:

The most effective approaches are:

\* Limiting dependence on one supplier [B]: CIPS suggests no more than 30% of spend should be concentrated with a single supplier. This reduces exposure if that supplier becomes insolvent or fails to deliver.

\* Having contingency plans [D]: Preparing alternative suppliers, safety stock, or emergency logistics ensures continuity in case of failure.

Options A and C are poor practices:

\* Using fewer suppliers [A]: Increases dependency, making the business more vulnerable.

\* Using small start-ups exclusively [C]: Increases risk because these firms often lack financial stability.

These strategies align with broader supply risk management principles, which focus on diversification, resilience, and proactive planning. Effective category managers must balance efficiency with risk reduction, ensuring supply continuity without over-consolidating.

[Ref: CIPS L5M6 Study Guide, p.57 - Supplier risk mitigation strategies]

#### 質問 # 92

A 'should cost' analysis and value analysis can be completed on items procured by a buyer. Which of the following categories of spend are these tools most applicable for?

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

正解: A

解説:

These tools are most applicable for leverage items, which typically have high spend but low supply risk.

Buyers can use cost breakdowns and value analysis to reduce prices and improve cost-efficiency.

Reference: CIPS L5M6 Study Guide, p.103

#### 質問 # 93

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L5M6基礎訓練: <https://www.tech4exam.com/L5M6-pass-shiken.html>

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