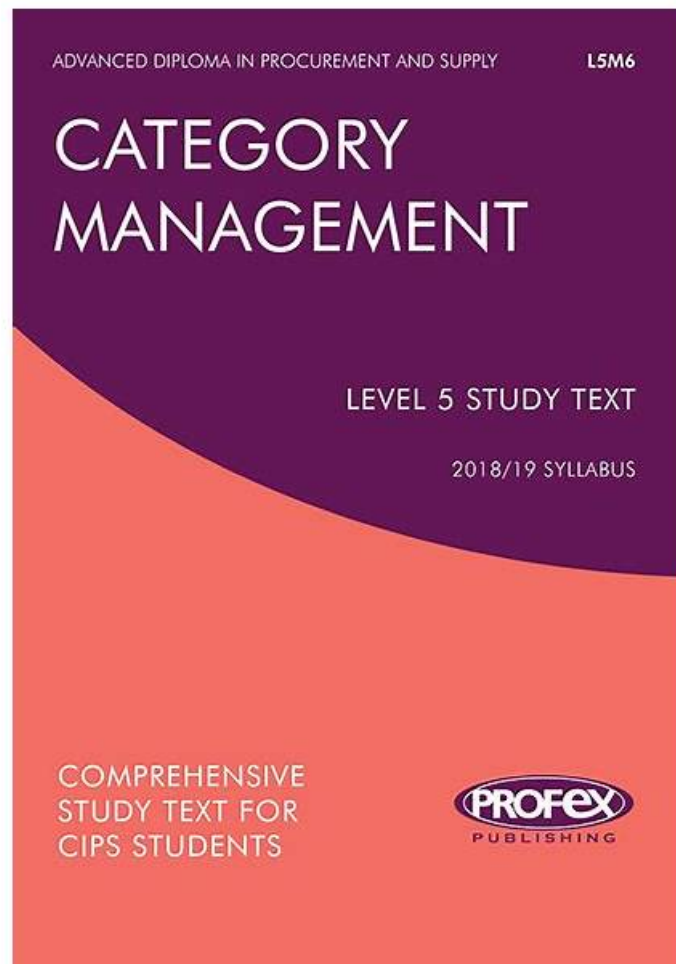


L5M6 Der beste Partner bei Ihrer Vorbereitung der Category Management



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CIPS L5M6 Prüfungsplan:

Thema	Einzelheiten
Thema 1	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.

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 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 Zertifikatsfragen <<

L5M6 Zertifizierungsfragen, CIPS L5M6 PrüfungFragen

Welche Methode der Prüfungsvorbereitung mögen Sie am meisten? Mit PDF, online Test machen oder die simulierte Prüfungssoftware benutzen? Alle drei Methoden können CIPS L5M6 von unserer Zertpruefung Ihnen bieten. Demos aller drei Versionen von Prüfungsunterlagen können Sie vor dem Kauf kostenfrei herunterladen und probieren. Die beste Methode zu wählen ist ein wichtiger Schritt zum Bestehen der CIPS L5M6. Zweifellos garantieren wir, dass jede Version von CIPS L5M6 Prüfungsunterlagen umfassend und wirksam ist.

CIPS Category Management L5M6 Prüfungsfragen mit Lösungen (Q60-Q65):

60. Frage

'Kaizen' is a Japanese term used frequently in the manufacturing industry. What does it refer to?

- A. Cost Reduction
- B. Supplier Relationship Management
- C. Sustainability
- **D. Continuous Improvement**

Antwort: D

Begründung:

Kaizen translates to "continuous improvement" in Japanese. It is a philosophy that encourages making small, incremental changes that collectively lead to significant performance enhancements over time. Within procurement and category management, Kaizen focuses on ongoing collaboration with suppliers to identify ways to reduce waste, improve quality, and optimise processes. Unlike one-off cost-reduction initiatives, Kaizen is embedded in the organisational culture and requires engagement from all levels of the supply chain.

For example, small adjustments in packaging design might reduce material use, leading to cost savings and environmental benefits. This approach fosters long-term supplier partnerships and supports innovation. In competitive markets, organisations that adopt Kaizen are more resilient and adaptable, making it a key concept for category managers to understand.

Reference: CIPS L5M6 Study Guide, p.40

61. Frage

According to studies completed by Reeves, Moose and Venema in 2014, which of the following was proven to be true with regards to the BCG matrix?

- A. There is a higher correlation between share leaders and profit leaders nowadays than in the past
- B. Companies nowadays have more 'cash cow' items than in the past
- C. There is a longer time between innovation and adoption nowadays than in the past
- **D. Products move through the four quadrants faster nowadays than in the past**

Antwort: D

Begründung:

Reeves, Moose and Venema (2014) established that products move through the four quadrants of the BCG matrix more quickly in the modern business environment compared to the past. This is a reflection of faster innovation cycles, market saturation, and increased competition. The other three statements are the opposite of what their research proved.

Reference: CIPS L5M6 Study Guide, p.120

62. Frage

Category Strategy Development is composed of 4 key stages. Which of the following is the correct order?

- A. Develop progress tracking plan, define resources needed, roadshow, create strategic plan
- B. Develop progress tracking plan, define resources needed, create strategic plan, roadshow
- C. Roadshow, create strategic plan, define resources needed, develop progress tracking plan
- **D. Create strategic plan, develop progress tracking plan, define resources needed, roadshow**

Antwort: D

Begründung:

The correct sequence of Category Strategy Development is:

- * Create the strategic plan - outlining objectives, tactics, and desired outcomes.
- * Develop a progress tracking plan - defining performance measures and milestones.
- * Define resources needed - identifying staff, skills, and financial support required.
- * Conduct a roadshow - presenting the strategy to stakeholders and gaining buy-in.

This order ensures strategies are clearly defined before resources are committed and that tracking mechanisms are in place to measure success. The roadshow is critical to gain organisational support and alignment, ensuring all stakeholders understand the plan and contribute to its implementation. Mis-sequencing these steps can result in wasted resources, poor engagement, or ineffective execution. Category managers must follow this structured approach to maintain accountability, transparency, and long-term success in strategy implementation.

Reference: CIPS L5M6 Study Guide, p.12

63. Frage

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

- **A. Badly defined T&Cs in a contract cause a supplier to fail to deliver services effectively**
- **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. Lightning strikes the organisation's HQ

Antwort: A,B

Begründung:

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 B) 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

64. Frage

Which of the following is NOT one of Cialdini's principles of persuasion?

- A. Scarcity
- B. Authority
- C. Reciprocity
- **D. Inducement**

Antwort: D

Begründung:

The correct answer is Inducement, which is not one of Cialdini's principles. The seven principles are:

- * Reciprocity - people return favours.
- * Commitment/Consistency - people stick with commitments.
- * Social Proof/Consensus - people follow others.
- * Authority - people respect expertise.
- * Liking - people are influenced by those they like.
- * Scarcity - people value what is limited.
- * Unity - people are influenced by shared identity.

Cialdini's framework is widely applied in procurement negotiations and stakeholder management. For instance, demonstrating scarcity can strengthen a supplier's case for urgency, while using authority enhances credibility during negotiations.

Understanding these principles allows category managers to influence stakeholders and suppliers effectively, building alignment and driving successful outcomes.

[Ref: CIPS L5M6 Study Guide, p.66 - Cialdini's Principles of Persuasion]

65. Frage

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L5M6 Demotesten: https://www.zertpruefung.de/L5M6_exam.html

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