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The evergreen field of CIPS is so attractive that it provides non-stop possibilities for the one who passes the CIPS L5M6 exam. So, to be there on top of the IT sector, earning the Category Management (L5M6) certification is essential. Because of using outdated L5M6 Study Material, many candidates don't get success in the L5M6 exam and lose their resources. The L5M6 PDF Questions of Prep4away are authentic and real.

CIPS Category Management Sample Questions (Q39-Q44):

NEW QUESTION # 39

The objective of negotiation with a supplier is to ensure the Five Rights of Procurement. Which of the following are part of the Five Rights? Select THREE.

- A. Right product

- B. Right supplier
- C. Right price
- D. Right relationship
- E. Right time

Answer: A,C,E

Explanation:

The Five Rights of Procurement are fundamental principles ensuring procurement delivers value. They are:

- * Right product - ensuring goods/services meet requirements.
- * Right quality - ensuring standards are appropriate.
- * Right time - goods/services are available when needed.
- * Right place - ensuring delivery is to the correct location.
- * Right price - balancing cost efficiency with value.

Options B, C, and D reflect these principles. "Right supplier" and "right relationship" are not part of the traditional five rights, though they are important in broader supplier management. By aligning negotiations with the Five Rights, procurement professionals secure both operational efficiency and strategic value. These principles also provide benchmarks against which procurement performance can be measured.

Reference: CIPS L5M6 Study Guide, p.58

NEW QUESTION # 40

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

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

Answer: A

Explanation:

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]

NEW QUESTION # 41

Which of the following industries is the only one that does not have a specific SIC code?

- A. Finance
- B. Services
- C. Retail
- D. Agriculture

Answer: B

Explanation:

The services industry does not have a specific SIC code because it is highly diverse, spanning multiple activities that do not fit neatly into a single classification.

[Ref: CIPS L5M6 Study Guide, p.88 - SIC classification limitations]

NEW QUESTION # 42

A list of direct costs within a manufacturing organisation could be found on which of the following?

- A. Specification

- B. SWOT Analysis
- **C. Bill of Materials**
- D. Profit and Loss Account

Answer: C

Explanation:

A Bill of Materials [BoM] lists the components, raw materials, and parts required to produce a product.

These represent direct costs as they directly contribute to the finished item. While labour and overheads may also be direct costs, they are not usually in the BoM.

[Ref: CIPS L5M6 Study Guide, p.83 - Direct vs Indirect Costs]

NEW QUESTION # 43

In A.T. Kearney's 7 Step Model of Strategic Sourcing, which of the following should be done first?

- A. Selection of implementation path
- **B. Supplier portfolio generation**
- C. Competitive supplier selection
- D. Continuous benchmarking of supply market

Answer: B

Explanation:

The first step in A.T. Kearney's 7 Step Model of Strategic Sourcing is Supplier Portfolio Generation. The model provides a structured approach to sourcing, beginning with an understanding of current spend and supplier landscape before progressing to strategy development and implementation.

The seven steps are:

- * Profile spend and supply base.
- * Develop sourcing strategy and cost comparison.
- * Generate supplier portfolio.
- * Select implementation path.
- * Select competitive suppliers.
- * Integrate operations with suppliers.
- * Continuously benchmark supply market.

The reason supplier portfolio generation is first is because procurement must identify potential suppliers and the overall supply base structure before choosing strategies or engaging in competitive selection. Skipping this step risks building a strategy without understanding available market options.

Thus, while options C and D are important later in the process, they cannot occur without first mapping the supplier portfolio.

[Ref: CIPS L5M6 Study Guide, Chapter 1.2 - Strategic Sourcing Models, esp. p.31-32]

NEW QUESTION # 44

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