

CIPS L5M6 Exam Topics Pdf, L5M6 Real Brain Dumps

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Supplier	Cost Approach	Item Type
Supplier 1	Price Acceptance	Bottleneck
Supplier 2	Cost Down	Leverage
Supplier 3	Price Management	Non-Critical
Supplier 4	Cost Out	Strategic

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CIPS L5M6 Exam Syllabus Topics:

Topic	Details
Topic 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.
Topic 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.
Topic 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 Sample Questions (Q42-Q47):

NEW QUESTION # 42

In a Sourcing Business Model, stakeholders must answer key questions to determine the right model. Which are the most important?

- A. What is the most appropriate contractual relationship?
- B. What factors form part of the total cost of ownership?
- C. How much risk does the company wish to take?
- D. What is the most appropriate economic model?

Answer: A,D

Explanation:

In deciding the correct Sourcing Business Model, stakeholders must clarify two fundamental issues:

- * The most appropriate contractual relationship [C]: This could be transactional [short-term, cost- focused], relational [long-term collaboration], or investment-based [joint ventures, alliances]. The choice defines how risks and rewards are shared with suppliers.
- * The most appropriate economic model [D]: This determines the pricing and performance framework, e.g., transactional [pay-per-unit], output-based, or outcome-based [pay-for-results].

Options A and B are important but secondary considerations. Risk appetite and TCO factors are inputs to decision-making, but the contractual and economic models define the overall sourcing structure.

This reflects the study guide's emphasis that sourcing models should be tailored to category complexity and business objectives.

Using the wrong model can undermine supplier relationships and value delivery.

[Ref: CIPS L5M6 Study Guide, p.32 - Key questions in Sourcing Business Models]

NEW QUESTION # 43

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

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

Answer: D

Explanation:

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

NEW QUESTION # 44

Bill is collecting data on a mobile phone category item. Which of the following can he find from the phone's 'line item' details? [Select TWO]

- A. Components
- B. Functionality
- C. Price
- D. Quantity ordered

Answer: C,D

Explanation:

Line item details provide specific transactional information about a purchased product, such as the quantity ordered and the price paid. This information is critical for category managers who rely on spend data to analyse patterns, negotiate supplier agreements, and benchmark costs.

Other details such as functionality or components are not typically captured in line item data. These relate more to specifications and technical design documents rather than financial records.

By analysing line item data across multiple purchases, category managers can identify trends such as bulk- buying opportunities, price fluctuations, and supplier performance. It also assists in spend analysis, which is a fundamental step in category management for mapping categories and identifying cost-saving opportunities.

[Ref: CIPS L5M6 Study Guide, p.134 - Line item detail in spend analysis]

NEW QUESTION # 45

Why would a company use a Technology Roadmap?

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

Answer: C

Explanation:

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]

NEW QUESTION # 46

Joe is a Category Manager at an automobile company. Which of the following would be the best way to decide on categories in this industry?

- A. Alphabetically
- **B. By part**
- C. By supplier
- D. By spend

Answer: B

Explanation:

In the automobile industry, the most logical method for structuring categories is by part. Large manufacturing organisations, such as Ford or Toyota, procure thousands of parts and materials from hundreds of suppliers. To manage this complexity effectively, they segment procurement responsibilities into categories such as engines, tyres, glass, electronics, or body frames. This allows Category Managers to develop deep expertise in their assigned areas, improving supplier relationships and value delivery.

Other approaches are less effective:

- * Alphabetical categorisation is impractical and arbitrary, providing no strategic value.
 - * By spend creates imbalances, as high-value categories would attract disproportionate workload and risk, leaving others underrepresented.
 - * By supplier could lead to inefficiency and over-fragmentation, as suppliers often provide multiple types of products.
- The study guide stresses that categorisation must allow procurement teams to be efficient, balanced, and capable of strategic focus. By organising categories by part, managers can align more closely with engineering and production needs, ensuring better cross-functional collaboration.

[Ref: CIPS L5M6 Study Guide, p.3 - Defining categories in Category Management]

NEW QUESTION # 47

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