

試験の準備方法-最新のL5M6独学書籍試験-有難い L5M6復習対策書



Fast2testはCIPSのL5M6認定試験について開発された問題集がとても歓迎されるのはここで知識を得るだけでなく多くの先輩の経験も得ます。試験に良いの準備と自信がとても必要だと思います。使用して私たちFast2testが提供した対応性練習問題が君にとってはなかなかよいサイトだと思います。

Category Managementテストの準備は、主に当社のクライアントは、L5M6試験に合格するのを助けると認証を得ることができます。この認証は、クライアントに大きなメリットをもたらします。クライアントは大企業に参入し、高給を稼ぐことができます。L5M6試験に合格すると、給与を2倍にすることができます。認定資格を所有している場合、L5M6クイズトレントを十分にマスターし、優れた能力を所有していることを証明し、会社または工場で尊敬されます。あなたの仕事を変えたいなら、それはあなたにとっても良いことです。

>> L5M6独学書籍 <<

L5M6試験の準備方法 | 効率的なL5M6独学書籍試験 | 完璧なCategory Management復習対策書

専門家と他の作業スタッフの熱心な献身により、当社のL5M6学習教材はより成熟し、困難に立ち向かうことができます。L5M6準備試験は、業界で高い合格率を達成しており、L5M6試験問題では、絶え間ない努力で常に99%の合格率を維持しています。私たちは、このようなスターのような人物の背後に、当社からの大量投資を

受け入れていることを認めなければなりません。当社の設立以来、私たちはL5M6試験資料に大量の人材、資料、資金を投入しました。

CIPS Category Management 認定 L5M6 試験問題 (Q19-Q24):

質問 # 19

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

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

正解: B

解説:

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]

質問 # 20

What can the IACCM help a Category Manager with?

- A. Choosing the correct supplier
- **B. Using the correct sourcing model**
- C. Completing benchmarking
- D. Analysing the market

正解: B

解説:

The International Association for ContractCommercial Management [IACCM], now known as WorldCC, provides frameworks to help organisations select the most suitable sourcing and contracting models. For category managers, this is particularly valuable when deciding whether a transactional, relational, or investment-based model best fits the organisation's needs.

It does not directly choose suppliers or perform market analysis; rather, it guides decision-makers on the structural relationship with suppliers. For example, IACCM provides tools to decide whether to adopt outcome-based contracts, performance partnerships, or traditional transactional agreements.

Benchmarking may be a separate exercise, but sourcing models determine the governance and risk-sharing approach that underpins supplier relationships.

CIPS encourages procurement professionals to be familiar with IACCM's role, as it reinforces the need for strategic selection of sourcing models rather than a one-size-fits-all approach.

[Ref: CIPS L5M6 Study Guide, p.31 - IACCM and sourcing model selection]

質問 # 21

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

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

正解: B

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 # 22

CEB Research states that there are 6 competencies which drive strategic performance in Procurement. The ability to stay calm under pressure and handle criticism is which competency?

- A. Results seeker
- **B. Adaptor**
- C. Influencer
- D. Innovator

正解: B

解説:

The Adaptor competency reflects resilience and flexibility, particularly the ability to remain calm under pressure and handle criticism constructively. CEB Research identifies six key competencies for high-performing procurement teams: functional expert, influencer, results seeker, innovator, adaptor, and complier.

Each competency contributes to overall effectiveness. Adaptors are especially important in procurement because markets are dynamic and supplier relationships can be complex. Their ability to adjust strategies in the face of change ensures procurement remains resilient. For category managers, adaptability supports risk management, stakeholder engagement, and effective negotiation. Without this competency, procurement risks being rigid and unresponsive to changing circumstances.

Reference: CIPS L5M6 Study Guide, p.70

質問 # 23

When using the Kraljic Matrix to analyse the category of item, which of the following categories does Kraljic recommend be further analysed in conjunction with a comparison of the buyer's strength vs supply market strength?

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

正解: B

解説:

For strategic items, Kraljic recommends further analysis through a 3x3 supply positioning matrix, which compares buyer strength against market strength. This creates three possible strategies: exploit, balance, diversify.

Reference: CIPS L5M6 Study Guide, p.102

質問 # 24

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- [illegible]