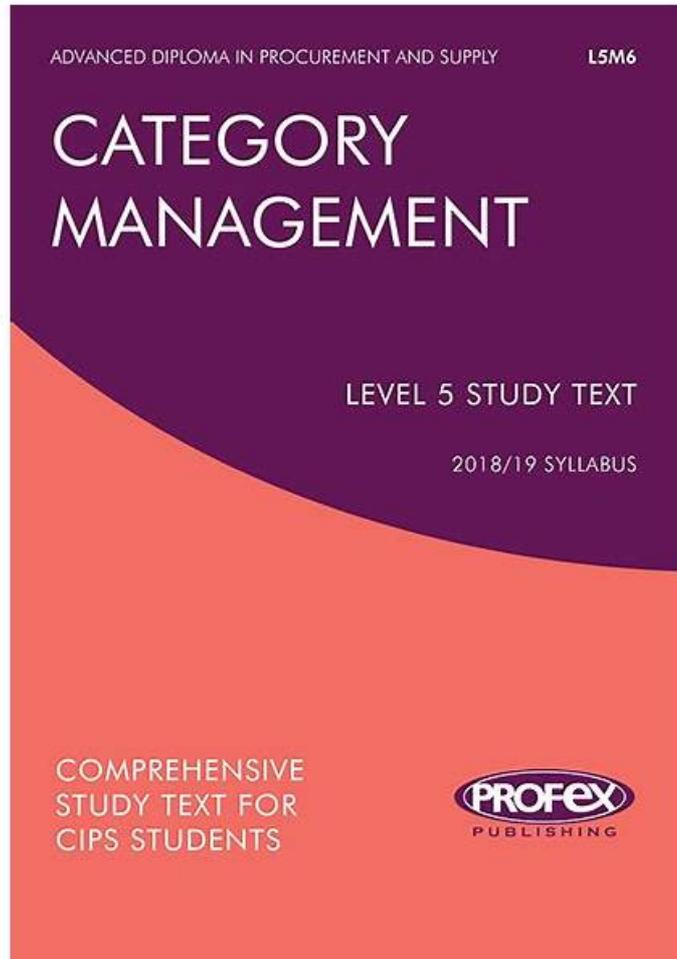


# L5M6 Valid Study Notes - Trustworthy L5M6 Pdf



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New developments in the tech sector always bring new job opportunities. These new jobs have to be filled with the Category Management (L5M6) certification holders. So to fill the space, you need to pass the Category Management (L5M6) exam. Earning the Category Management (L5M6) certification helps you clear the obstacles you face while working in the CIPS field. To get prepared for the Category Management (L5M6) certification exam, applicants face a lot of trouble if the study material is not updated. They are using outdated materials resulting in failure and loss of money and time.

## CIPS L5M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>

Topic 2	<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>
Topic 3	<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>

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### CIPS Category Management Sample Questions (Q21-Q26):

#### NEW QUESTION # 21

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

**Answer: A,C,D**

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 # 22

What name is given to an item or business which has both low market share and low growth?

- A. Question mark
- B. Star
- C. Dog

- D. Cash cow

**Answer: C**

Explanation:

In the BCG Growth-Share Matrix, a dog is a business unit or product that has both a low relative market share and a low growth rate. Such items typically generate low or no profits and are often seen as candidates for divestment or discontinuation. Unlike cash cows which generate strong cash flow despite slow growth, or stars which dominate high-growth markets, dogs occupy a weak position in the portfolio. Managing these categories strategically is critical because maintaining them often consumes more resources than the value they return. Organisations need to assess whether retaining these products provides any strategic advantage, such as complementing other offerings, or whether resources should be reallocated. This is why category managers use tools like the BCG Matrix to evaluate the positioning of spend categories and align them with organisational strategy.

Reference: CIPS L5M6 Study Guide, p.117

### NEW QUESTION # 23

Callie is a Category Manager at a car parts manufacturer. She discovers through a SWOT analysis that many other customers are increasing short-term demand for raw materials. Which category does this fall under?

- A. Strengths
- B. Weaknesses
- C. Opportunities
- **D. Threats**

**Answer: D**

Explanation:

This situation represents a Threat within SWOT analysis. SWOT distinguishes between internal and external factors. Strengths and weaknesses are internal to the organisation, while opportunities and threats are external.

Here, the short-term spike in demand is external to Callie's business. It is also potentially harmful because increased competition for raw materials [rubber, metal, etc.] can lead to higher prices, longer lead times, and supply shortages. Therefore, this is categorised as a threat.

It cannot be an opportunity, as the increase in demand benefits suppliers rather than Callie's firm. Nor is it a strength or weakness, as those describe factors within the company such as production capabilities or financial resources.

Using SWOT in category management allows managers to anticipate and mitigate external risks while leveraging internal strengths. Recognising this threat means Callie may develop strategies such as dual sourcing, supplier collaboration, or forward buying to reduce exposure.

[Ref: CIPS L5M6 Study Guide, p.122 - SWOT analysis in category management]

### NEW QUESTION # 24

On the BCG Matrix, what is a cash cow?

- A. Low market share, low market growth
- **B. High market share, low market growth**
- C. High market share, high market growth
- D. Low market share, high market growth

**Answer: B**

Explanation:

Within the Boston Consulting Group [BCG] Matrix, a Cash Cow represents a product or business unit that holds a high market share in a low-growth market. These products typically generate strong and stable cash flows because they dominate their markets with little new competition. Although growth opportunities are limited, these units require minimal investment and often fund other parts of the business.

For example, a well-established soft drinks brand in a mature market is a classic cash cow. While sales are stable and market share is high, growth potential is low due to saturation. This differs from:

- \* Stars [high share, high growth] which require significant investment.
- \* Question Marks [low share, high growth] which may or may not succeed.
- \* Dogs [low share, low growth] which are often candidates for divestment.

In category management, identifying cash cows helps procurement teams prioritise efficiency and cost management, ensuring these



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