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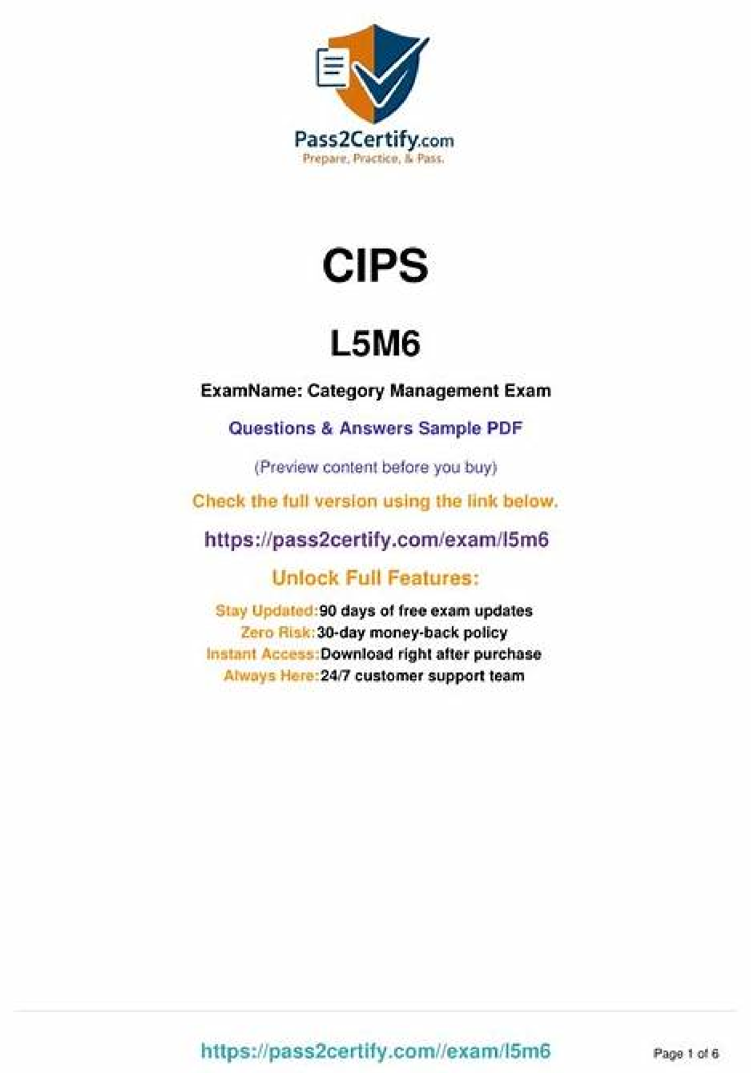
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CIPS L5M6 시험요강:

주제	소개
주제 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.

주제 2	• 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.
주제 3	• 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.

CIPS L5M6최신 업데이트 시험덤프 - L5M6시험준비자료

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최신 CIPS Certification L5M6 무료샘플문제 (Q80-Q85):

질문 # 80
SIC codes are sets of four-digit codes used to classify what?

- A. Industries
- B. Countries
- C. Business departments
- D. Spend categories

정답： A

설명：
SIC [Standard Industrial Classification] codes are numerical codes used to classify industries. For example, 1000 = mining, 1500 = construction. These codes help in categorising spend, benchmarking, and market analysis but are not intended for memorisation.
[Ref: CIPS L5M6 Study Guide, p.82 - SIC codes]

질문 # 81
Volatile inflation rates are a risk that can affect any business. Which STEEPLED factor would this fall under?

- A. Economic
- B. Ethical
- C. Socio-Cultural
- D. Political

정답： A

설명：
Inflation is directly linked to the Economic factor within STEEPLED. It affects costs, purchasing power, and business profitability.
[Ref: CIPS L5M6 Study Guide, p.109 - STEEPLED analysis factors]

질문 # 82
On the BCG Matrix, what is a cash cow?

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

정답： C

설명：
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 categories remain profitable without heavy strategic input.
[Ref: CIPS L5M6 Study Guide, p.117 - BCG Matrix and procurement strategy]

질문 # 83
In which section of a balance sheet would you find the term "goodwill"?

* A. Non-current liabilities
* B. Current assets
* C. Non-current assets
* D. Current liabilities

정답： C

설명：
Goodwill is found under Non-current assets in a balance sheet. Goodwill arises when one company acquires another for a value greater than its tangible assets, reflecting intangible benefits such as brand reputation, customer loyalty, patents, or strong supplier relationships.
For example, if a company is valued at £10 million based on tangible assets but is purchased for £15 million, the £5 million difference is recorded as goodwill. This asset remains on the balance sheet until impaired [e.g., if the acquired brand loses value].
It is not a current asset because it cannot be quickly liquidated within one year. Nor is it a liability [current or non-current] since it represents value, not debt.
For procurement and category managers, goodwill can signal a supplier's market position, brand strength, and long-term stability. It highlights how intangible assets, though harder to measure, play a role in supplier evaluation and business acquisitions.
[Ref: CIPS L5M6 Study Guide, p.183 - Financial terms and balance sheet analysis]

질문 # 84
Which of the following approaches to cost is the least transparent?

* A. Cost out
* B. Price management
* C. Price acceptance
* D. Cost down

정답： C

설명：
Price acceptance is the least transparent approach because the buyer simply accepts the supplier's quoted price without investigating its basis or fairness. There is no visibility into the supplier's cost structure, margins, or pricing methodology.
By contrast:
* Price management involves actively managing pricing discussions.
* Cost down involves collaborative efforts to reduce costs after production.

* Cost out involves eliminating costs before production through design.
[Ref: CIPS L5M6 Study Guide, p.81 - Costing methods]

질문 # 85
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