

Hot L5M6 Spot Questions | Lab L5M6 Questions

L5M6 CATEGORY MANAGEMENT - LEARNING OUTCOME 1 (APPROACHES THAT CAN BE USED TO DEVELOP CATEGORY MANAGEMENT STRATEGIES) EXAM QUESTIONS WITH 100% CORRECT ANSWERS!!

Term <1>

1 of 96

Is category management different from strategic sourcing?

Give this one a try later!

Yes. It is used extensively in large global businesses, in national and local government, and in not-for-profit organisations.

P.S. Free 2025 CIPS L5M6 dumps are available on Google Drive shared by PDFDumps: <https://drive.google.com/open?id=1uhfbyNVtIJVaED0T2Ke1owqWXuKJrfgp>

The L5M6 test materials are mainly through three learning modes, Pdf, Online and software respectively. The L5M6 test materials have a biggest advantage that is different from some online learning platform which has using terminal number limitation, the L5M6 quiz torrent can meet the client to log in to learn more, at the same time, the user can be conducted on multiple computers online learning, greatly reducing the time, and people can use the machine online of L5M6 Test Prep more conveniently at the same time.

Firstly, our company always feedbacks our candidates with highly-qualified L5M6 study guide and technical excellence and continuously developing the most professional exam materials. Secondly, our L5M6 study materials persist in creating a modern service oriented system and strive for providing more preferential activities for your convenience. Last but not least, we have free demos for your reference, as in the following, you can download which L5M6 Exam Materials demo you like and make a choice. Therefore, you will love our L5M6 study materials!

>> Hot L5M6 Spot Questions <<

Lab L5M6 Questions | Reliable L5M6 Test Pass4sure

cracking the CIPS L5M6 examination needs preparation from an updated CIPS L5M6 exam questions. To pave your way towards exam success, PDFDumps has hired a team of professionals. They have compiled real L5M6 Exam Dumps after thorough analysis of past exams and examination content. These L5M6 Exam Dumps are actual, authentic, realistic, and will eliminate your chance of

failure in the Category Management L5M6 examination.

CIPS L5M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none">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 (Q79-Q84):

NEW QUESTION # 79

Which of the following parts of a SWOT analysis summarise activities and characteristics which are internal to the business? Select TWO.

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

Answer: B,C

Explanation:

A SWOT Analysis distinguishes between internal factors (strengths and weaknesses) and external factors (opportunities and threats). Strengths are internal capabilities, resources, or skills that give the organisation an advantage in the market-such as strong supplier relationships, unique expertise, or cost leadership.

Weaknesses are internal limitations, such as lack of investment, poor technology, or inadequate processes.

These are factors the organisation has direct control over and can improve. On the other hand, opportunities and threats are external influences outside the business's direct control, such as market trends, legislation, or competitor actions. For category management, applying SWOT allows managers to assess the current position of categories and design strategies that build on strengths and address weaknesses. This analysis also ensures that procurement strategies remain aligned with organisational goals and competitive environments. The correct recognition of internal versus external factors is essential to avoid misdiagnosis and wasted effort.

Reference: CIPS L5M6 Study Guide, p.121

NEW QUESTION # 80

Caleb is completing a risk assessment on his supply chain using a matrix categorising risks on a scale of 1-5. He identifies one risk with a score of 2. Which category of risk would this fall into?

- A. Moderate
- B. Major
- C. Minor
- D. Main

Answer: C

Explanation:

Risk assessments in procurement often use a likelihood \times severity matrix. Risks are scored on scales from 1-5, and the scores are multiplied. A score of 2 indicates a minor risk with low impact and/or low probability.

For comparison, risks with scores in the upper range (e.g., 20-25) are considered major risks that demand immediate mitigation.

Minor risks, although not ignored, are often monitored rather than heavily resourced.

This structured approach ensures procurement teams focus resources on the most significant threats while still maintaining oversight of low-level risks. By categorising risks this way, category managers create clarity for decision-makers and align procurement risk management with enterprise-wide frameworks.

Reference: CIPS L5M6 Study Guide, p.56

NEW QUESTION # 81

In a marketplace where there is a large number of suppliers, which of the following is true?

- A. Buyer power is weak
- B. There is a low barrier to entry
- C. Buyer power is strong
- D. There is low rivalry

Answer: C

Explanation:

When many suppliers exist, buyers have multiple options, increasing their bargaining power. Suppliers must compete for contracts, shifting power toward the buyer.

[Ref: CIPS L5M6 Study Guide, p.112 - Porter's Five Forces: Buyer Power]

NEW QUESTION # 82

Peak Pricing is also known as which other type of pricing model?

- A. Penetration pricing
- B. Price skimming
- C. Dynamic pricing
- D. Limit pricing

Answer: C

Explanation:

Peak pricing is another term for dynamic pricing, where the cost of a product or service changes in response to fluctuations in demand and market conditions. A common example is airline ticket pricing, where fares increase during peak travel periods and drop during off-peak times.

Dynamic pricing relies on market data, technology, and sometimes artificial intelligence to adjust prices in real-time. It maximises revenue by capturing higher margins during periods of strong demand while stimulating sales when demand weakens.

Other options are different strategies:

* Penetration pricing involves initially low prices to gain market entry.

* Limit pricing aims to deter new entrants by setting prices low enough to discourage competition.

* Price skimming involves launching at a high price, then gradually lowering it as demand declines.

In category management, understanding pricing models like dynamic pricing helps procurement anticipate supplier pricing strategies and develop negotiation tactics.

[Ref: CIPS L5M6 Study Guide, pp.180-182 - Pricing models and procurement]

NEW QUESTION # 83

BikeFace is a leading manufacturer of bicycles. Which of the following would be considered direct costs for this organisation? Select TWO.

- A. Labour
- B. IT system for ordering materials
- C. Rubber

- D. TV advert

Answer: A,C

Explanation:

Direct costs are those directly attributable to the production of goods or services. For BikeFace, raw materials such as rubber (used in tyres) and labour (workers assembling bicycles) are direct costs because they contribute directly to finished products. By contrast, advertising spend and IT systems are indirect costs as they support operations but do not directly form part of the bicycle. Category managers must distinguish between direct and indirect costs to design effective sourcing strategies. Direct categories often warrant closer supplier collaboration and longer-term contracts due to their critical role in production.

Reference: CIPS L5M6 Study Guide, p.83

NEW QUESTION # 84

.....

Nowadays L5M6 certificates are more and more important for our job-hunters because they can prove that you are skillful to do the jobs in the certain areas and you boost excellent working abilities. Passing the test of L5M6 certification can help you find a better job and get a higher salary. With this target, we will provide the best L5M6 Exam Torrent to the client and help the client pass the L5M6 exam easily if you buy our L5M6 practice engine.

Lab L5M6 Questions: <https://www.pdf.dumps.com/L5M6-valid-exam.html>

- L5M6 Latest Exam Discount ☐ Free L5M6 Practice ☐ Test L5M6 Dumps Demo ☐ Search for ☐ L5M6 ☐ and obtain a free download on ► www.practicevce.com ◀ ☐ Reliable L5M6 Exam Sims
- Reliable L5M6 Exam Sims ☐ Reliable L5M6 Test Sample ☐ Free L5M6 Practice ☐ Download ☐ L5M6 ☐ for free by simply searching on ⇒ www.pdfvce.com ⇐ ☐ Free L5M6 Practice
- Free PDF Quiz 2026 L5M6 - Hot Category Management Spot Questions ☐ Open { www.troytecdumps.com } enter ➡ L5M6 ☐ and obtain a free download ☐ Certification L5M6 Test Answers
- Certification L5M6 Test Answers ☐ L5M6 Valid Exam Guide ☐ Reliable L5M6 Study Notes ☐ Easily obtain (L5M6) for free download through ✓ www.pdfvce.com ◻ ✓ ☐ Reliable L5M6 Study Notes
- Free PDF Quiz CIPS L5M6 - First-grade Hot Category Management Spot Questions ☐ Search on ⇒ www.practicevce.com ⇐ for ☐ L5M6 ☐ to obtain exam materials for free download ☐ L5M6 Valid Exam Book
- Free PDF Quiz CIPS L5M6 - First-grade Hot Category Management Spot Questions ☐ [www.pdfvce.com] is best website to obtain 【 L5M6 】 for free download ☐ L5M6 Latest Exam Discount
- New Hot L5M6 Spot Questions | Latest CIPS L5M6: Category Management 100% Pass ☐ Open “ www.validtorrent.com ” enter ✓ L5M6 ◻ ✓ ☐ and obtain a free download ☐ Reliable L5M6 Study Notes
- New Hot L5M6 Spot Questions | Latest CIPS L5M6: Category Management 100% Pass ☐ The page for free download of ➡ L5M6 ☐ on ☐ www.pdfvce.com ☐ will open immediately ☐ Test L5M6 Dumps Demo
- Certification L5M6 Test Answers ☐ L5M6 Reliable Exam Sims ☐ New L5M6 Exam Cram ☐ 《 www.dumpsmaterials.com 》 is best website to obtain ► L5M6 ◀ for free download ☐ L5M6 Latest Exam Discount
- Reliable L5M6 Test Sample ☐ L5M6 Study Tool ☐ L5M6 Reliable Exam Sims ☐ Search for “ L5M6 ” and download it for free immediately on ► www.pdfvce.com ◀ ☐ L5M6 Valid Exam Book
- Certification L5M6 Test Answers ☐ Free L5M6 Practice ☐ L5M6 Valid Exam Book ☐ Enter ➡ www.troytecdumps.com ◻ ◻ ◻ and search for ➡ L5M6 ☐ to download for free ☐ Reliable L5M6 Exam Sims
- www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, www.stes.tyc.edu.tw, bajarehabfamilies.com, www.stes.tyc.edu.tw, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, www.stes.tyc.edu.tw, t2ai.nlvd.in, www.stes.tyc.edu.tw, Disposable vapes

BTW, DOWNLOAD part of PDFDumps L5M6 dumps from Cloud Storage: <https://drive.google.com/open?id=1uhfbyNVtIJVaED0T2Ke1owqWXuKJrfp>