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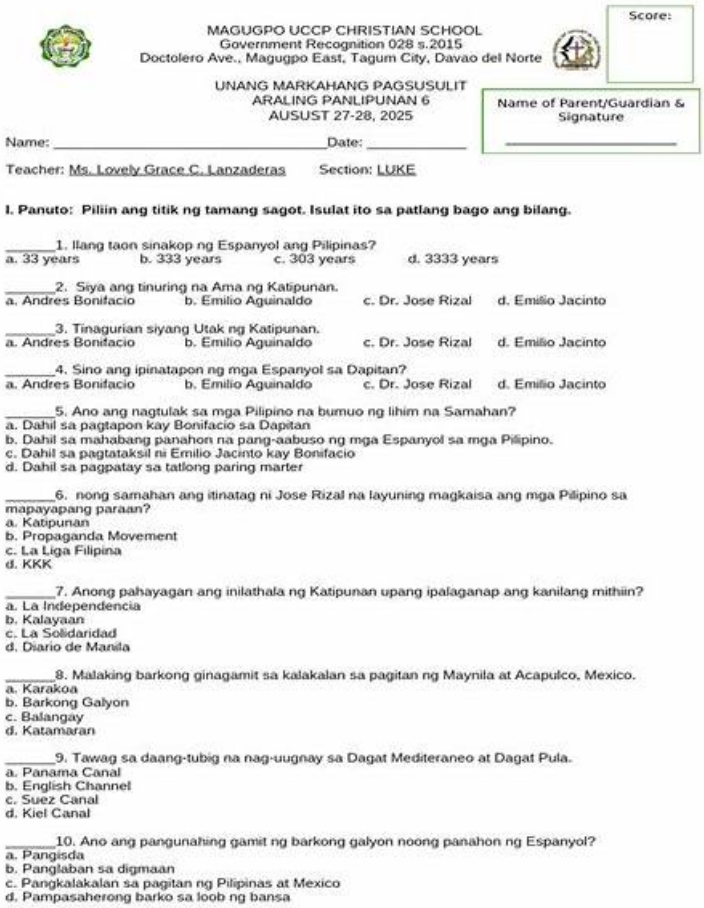

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UNANG MARKAHANG PAGSUSULIT
ARALING PANLIPUNAN 6
AUSUST 27-28, 2025

Name of Parent/Guardian & Signature

Name: _____Date: _____

Teacher: Ms. Lovely Grace C. Lanzaderas Section: LUKE

I. Panuto: Piliin ang titik ng tamang sagot. Isulat ito sa patlang bago ang bilang.

_____1. Ilang taon sinakop ng Espanyol ang Pilipinas?
a. 33 years b. 333 years c. 303 years d. 3333 years

_____2. Siya ang tinuring na Ama ng Katipunan.
a. Andres Bonifacio b. Emilio Aguinaldo c. Dr. Jose Rizal d. Emilio Jacinto

_____3. Tinagurian siyang Utak ng Katipunan.
a. Andres Bonifacio b. Emilio Aguinaldo c. Dr. Jose Rizal d. Emilio Jacinto

_____4. Sino ang ipinatapon ng mga Espanyol sa Dapitan?
a. Andres Bonifacio b. Emilio Aguinaldo c. Dr. Jose Rizal d. Emilio Jacinto

_____5. Ano ang nagtulak sa mga Pilipino na bumuo ng lihim na Samahan?
a. Dahil sa pagtapon kay Bonifacio sa Dapitan
b. Dahil sa mahabang panahon na pang-aabuso ng mga Espanyol sa mga Pilipino.
c. Dahil sa pagtataksil ni Emilio Jacinto kay Bonifacio
d. Dahil sa pagpatay sa tatlong paring marter

_____6. nong samahan ang itinatag ni Jose Rizal na layuning magkaisa ang mga Pilipino sa mapayapang paraan?
a. Katipunan
b. Propaganda Movement
c. La Liga Filipina
d. KKK

_____7. Anong pahayagan ang inilathala ng Katipunan upang ipalaganap ang kanilang mithiin?
a. La Independencia
b. Kalayaan
c. La Solidaridad
d. Diario de Manila

_____8. Malaking barkong ginagamit sa kalakalan sa pagitan ng Maynila at Acapulco, Mexico.
a. Karakoa
b. Barkong Galyon
c. Balangay
d. Katamaran

_____9. Tawag sa daang-tubig na nag-uugnay sa Dagat Mediteraneo at Dagat Pula.
a. Panama Canal
b. English Channel
c. Suez Canal
d. Kiel Canal

_____10. Ano ang pangunahing gamit ng barkong galyon noong panahon ng Espanyol?
a. Pangisda
b. Panglaban sa digmaan
c. Pangkalakalan sa pagitan ng Pilipinas at Mexico
d. Pampasaherong barko sa loob ng bansa

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CIPS L5M6 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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.

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CIPS Category Management Sample Questions (Q30-Q35):

NEW QUESTION # 30
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. How much risk does the company wish to take?
- C. What factors form part of the total cost of ownership?
- 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 # 31
ABC Ltd is a manufacturer of hi-tech IT equipment in an industry set to grow substantially over the next 10 years. What type of industry is this?

- A. Bull industry
- B. Dog industry
- C. Bear industry
- D. Cow industry

Answer: A

Explanation:
A Bull Industry is one that is experiencing strong growth, with positive demand and market expansion expected in the future. In

financial terms, "bull" markets are characterised by optimism, rising investment, and business confidence.
For ABC Ltd, operating in a high-growth IT sector, this categorisation is appropriate because demand is projected to increase. This means opportunities exist for innovation, supplier partnerships, and long-term strategic sourcing.
By contrast:
* Bear industries represent declining markets, where firms face shrinking demand.
* Dog and Cow industries are not recognised terms within category management; they are distractors in this question.
Identifying whether an industry is in a bull or bear phase helps Category Managers assess market risks, supplier relationships, and investment priorities.
[Ref: CIPS L5M6 Study Guide, p.150 - Market classifications: bull vs bear industries]

NEW QUESTION # 32
What is a General Ledger?

- A. A list of approved suppliers
- B. An IT system that prepares information for financial reporting
- C. A catalogue of products to buy and/or sell
- D. An IT system that conducts tenders electronically

Answer: B

Explanation:
A General Ledger [GL] is the central accounting record used by businesses to prepare financial reports. It categorises all financial transactions into cost codes, allowing managers to track expenditure, revenue, assets, and liabilities.
For category managers, the General Ledger provides visibility into spend categories. This information supports spend analysis and helps in mapping organisational costs against suppliers, categories, and business functions. It differs from line item detail by offering a higher-level financial view.
Other options are misleading:
* Option A [tenders] relates to e-procurement platforms, not financial records.
* Option C [catalogue] refers to item listings, not ledgers.
* Option D [supplier lists] relates to approved supplier databases.
By using GL data, procurement can ensure alignment with finance, strengthening compliance, budgeting, and strategic sourcing decisions.
[Ref: CIPS L5M6 Study Guide, p.135 - Use of General Ledger in procurement analysis]

NEW QUESTION # 33
Jam Incorporated requires raw materials to be delivered from suppliers. One particular ingredient is a high supply risk and the strategy of the company is to hold inventory as a contingency. Which type of item is this?

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

Answer: C

Explanation:
This is a bottleneck item. According to the Kraljic Matrix, bottleneck items are characterized by high supply risk and low profit impact, which makes them difficult to source. Holding contingency stock is a recommended strategy for such items.
Reference: CIPS L5M6 Study Guide, p.97

NEW QUESTION # 34
Which of the following are legal aspects of a contract a Procurement Manager should know?

- A. Liabilities
- B. TUPE
- C. Sustainability
- D. Intellectual Property

- E. Relationship management

Answer: A,B,D

Explanation:
The three correct legal aspects are:
* Liabilities [C]: Define responsibility for damages, breaches, or non-performance.
* Intellectual Property [D]: Protects innovations, designs, and brand assets in supplier agreements.
* TUPE [E]: Transfer of Undertakings [Protection of Employment], a UK law ensuring employees retain rights when transferred between companies.
While sustainability and relationship management are important procurement considerations, they are not specifically legal aspects of contracts. Legal knowledge ensures procurement professionals protect their organisations from financial, reputational, and operational risks.
TUPE is particularly relevant in outsourcing agreements, where staff may move from one employer to another. Procurement managers must ensure compliance with local employment laws to avoid legal disputes.
CIPS stresses that category managers should not act as lawyers but must have sufficient legal awareness to identify risks and escalate issues to legal specialists.
[Ref: CIPS L5M6 Study Guide, p.57 - Legal aspects in procurement contracts]

NEW QUESTION # 35
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