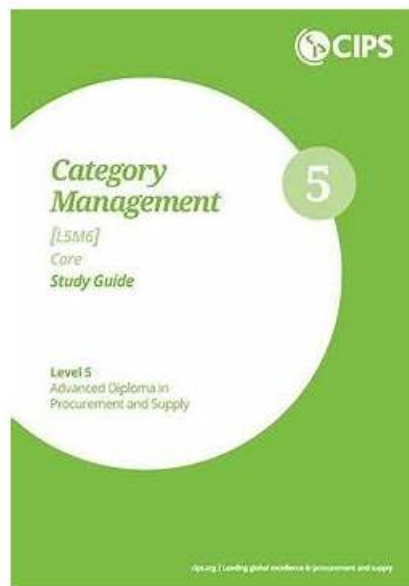


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CIPS L5M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<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.

CIPS Category Management Sample Questions (Q53-Q58):

NEW QUESTION # 53

Which of the following form part of Cialdini's 7 Principles of Persuasion? Select THREE.

- A. Morality
- B. Power
- C. Commitment
- D. Social proof
- E. Liking

Answer: C,D,E

Explanation:

Cialdini's 7 Principles of Persuasion are key behavioural insights relevant to procurement negotiations and stakeholder management.

They are:

- * Reciprocity
- * Commitment/consistency
- * Social proof/consent
- * Authority
- * Liking
- * Scarcity
- * Unity

Options social proof, commitment, and liking are directly part of this framework. These principles are used to influence supplier behaviour, build stakeholder alignment, and negotiate effectively. For example, demonstrating that other organisations have adopted a strategy (social proof) can increase acceptance, while establishing rapport (liking) improves cooperation. Procurement professionals who understand these principles can navigate complex stakeholder environments more effectively.

Reference: CIPS L5M6 Study Guide, p.66

NEW QUESTION # 54

The process of designing a product with a trusted supplier in order to eliminate costs that may appear at the delivery stage is known as which cost management strategy?

- A. Cost out
- B. Cost acceptance
- C. Cost engineering
- D. Cost down

Answer: A

Explanation:

The correct term is Cost Out, a proactive cost management approach where the buyer collaborates with the supplier during the design phase to eliminate unnecessary costs before they arise. This ensures efficiency and value creation throughout the product lifecycle. For example, designing packaging to minimise waste or using standardised components to avoid expensive customisation.

This differs from:

- * Cost acceptance, where the buyer accepts the supplier's price without analysis.
- * Cost engineering, a broader process of optimising costs through design and process evaluation.
- * Cost down, which typically involves reducing costs after production by analysing processes, renegotiating contracts, or improving efficiency.

Cost Out is especially relevant for strategic or high-value categories where innovation and collaboration with suppliers can generate long-term savings. It is consistent with category management's emphasis on strategic supplier partnerships.

[Ref: CIPS L5M6 Study Guide, p.80 - Cost Out vs Cost Down strategies]

NEW QUESTION # 55

Joe is a Category Manager at an automobile company. Which of the following would be the best way to decide on categories in this industry?

- A. By spend
- B. By supplier
- C. Alphabetically
- D. By part

Answer: D

Explanation:

In the automobile industry, the most logical method for structuring categories is by part. Large manufacturing organisations, such as Ford or Toyota, procure thousands of parts and materials from hundreds of suppliers. To manage this complexity effectively, they segment procurement responsibilities into categories such as engines, tyres, glass, electronics, or body frames. This allows Category Managers to develop deep expertise in their assigned areas, improving supplier relationships and value delivery.

Other approaches are less effective:

- * Alphabetical categorisation is impractical and arbitrary, providing no strategic value.
- * By spend creates imbalances, as high-value categories would attract disproportionate workload and risk, leaving others underrepresented.
- * By supplier could lead to inefficiency and over-fragmentation, as suppliers often provide multiple types of products.

The study guide stresses that categorisation must allow procurement teams to be efficient, balanced, and capable of strategic focus.

By organising categories by part, managers can align more closely with engineering and production needs, ensuring better cross-functional collaboration.

[Ref: CIPS L5M6 Study Guide, p.3 - Defining categories in Category Management]

NEW QUESTION # 56

Claudio wants to limit risks from supplier financial instability. Which two actions are most effective?

- A. Have contingency plans in place
- B. Contract smaller businesses and start-ups
- C. Use fewer suppliers
- D. Limit spend with one supplier to 30% of external spend

Answer: A,D

Explanation:

The most effective approaches are:

- * Limiting dependence on one supplier [B]: CIPS suggests no more than 30% of spend should be concentrated with a single

supplier. This reduces exposure if that supplier becomes insolvent or fails to deliver.

* Having contingency plans [D]: Preparing alternative suppliers, safety stock, or emergency logistics ensures continuity in case of failure.

Options A and C are poor practices:

* Using fewer suppliers [A]: Increases dependency, making the business more vulnerable.

* Using small start-ups exclusively [C]: Increases risk because these firms often lack financial stability.

These strategies align with broader supply risk management principles, which focus on diversification, resilience, and proactive planning. Effective category managers must balance efficiency with risk reduction, ensuring supply continuity without over-consolidating.

[Ref: CIPS L5M6 Study Guide, p.57 - Supplier risk mitigation strategies]

NEW QUESTION # 57

Which of the following industries is the only one that does not have a specific SIC code?

- A. Services
- B. Agriculture
- C. Finance
- D. Retail

Answer: A

Explanation:

The services industry does not have a specific SIC code because it is highly diverse, spanning multiple activities that do not fit neatly into a single classification.

[Ref: CIPS L5M6 Study Guide, p.88 - SIC classification limitations]

NEW QUESTION # 58

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