

# Free PDF The Best CIPS - L5M6 - Category Management New Brainsdumps



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The Category Management (L5M6) is one of the popular exams of CIPS L5M6. It is designed for CIPS aspirants who want to earn the Category Management (L5M6) certification and validate their skills. The L5M6 test is not an easy exam to crack. It requires dedication and a lot of hard work. You need to prepare well to clear the Category Management (L5M6) test on the first attempt. One of the best ways to prepare successfully for the L5M6 examination in a short time is using real L5M6 Exam Dumps.

## CIPS L5M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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>
Topic 3	<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>

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### CIPS Category Management Sample Questions (Q87-Q92):

#### NEW QUESTION # 87

Category Strategy Development is composed of 4 key stages. Which of the following is the correct order?

- A. Develop progress tracking plan, define resources needed, create strategic plan, roadshow
- **B. Create strategic plan, develop progress tracking plan, define resources needed, roadshow**
- C. Develop progress tracking plan, define resources needed, roadshow, create strategic plan
- D. Roadshow, create strategic plan, define resources needed, develop progress tracking plan

**Answer: B**

Explanation:

The correct sequence of Category Strategy Development is:

- \* Create the strategic plan - outlining objectives, tactics, and desired outcomes.
- \* Develop a progress tracking plan - defining performance measures and milestones.
- \* Define resources needed - identifying staff, skills, and financial support required.
- \* Conduct a roadshow - presenting the strategy to stakeholders and gaining buy-in.

This order ensures strategies are clearly defined before resources are committed and that tracking mechanisms are in place to measure success. The roadshow is critical to gain organisational support and alignment, ensuring all stakeholders understand the plan and contribute to its implementation. Mis-sequencing these steps can result in wasted resources, poor engagement, or ineffective execution. Category managers must follow this structured approach to maintain accountability, transparency, and long-term success in strategy implementation.

Reference: CIPS L5M6 Study Guide, p.12

#### NEW QUESTION # 88

What can the IACCM help a Category Manager with?

- A. Completing benchmarking
- B. Choosing the correct supplier
- **C. Using the correct sourcing model**
- D. Analysing the market

**Answer: C**

Explanation:

The International Association for Contract Commercial Management [IACCM], now known as WorldCC, provides frameworks to help organisations select the most suitable sourcing and contracting models. For category managers, this is particularly valuable when deciding whether a transactional, relational, or investment-based model best fits the organisation's needs.

It does not directly choose suppliers or perform market analysis; rather, it guides decision-makers on the structural relationship with suppliers. For example, IACCM provides tools to decide whether to adopt outcome-based contracts, performance partnerships, or traditional transactional agreements.

Benchmarking may be a separate exercise, but sourcing models determine the governance and risk-sharing approach that underpins supplier relationships.

CIPS encourages procurement professionals to be familiar with IACCM's role, as it reinforces the need for strategic selection of sourcing models rather than a one-size-fits-all approach.

[Ref: CIPS L5M6 Study Guide, p.31 - IACCM and sourcing model selection]

#### NEW QUESTION # 89

Tulipa Ltd is a manufacturer of vegan frozen food. It saw significant market growth for three years, but in the last two years market share has remained stable despite no new entrants. Which stage in the lifecycle is the vegan frozen food market?

- **A. Maturity**
- B. Birth
- C. Growth
- D. Decline

**Answer: A**

Explanation:

The correct answer is Maturity. In the industry lifecycle model, markets evolve through stages: birth, growth, maturity, and decline. Tulipa Ltd initially saw high growth, reflecting the growth stage, where demand is rising, and market share is expanding. However, for the past two years, share has plateaued, suggesting the market has stabilised, which is a key characteristic of the maturity stage. At maturity, the market is often saturated, with limited opportunities for expansion. Competition becomes more intense, innovation slows, and firms compete largely on efficiency, branding, or incremental improvements. Unlike decline, the market is still viable and profitable, but growth rates are flat.

The study guide also introduces an intermediate stage called shakeout, occurring between growth and maturity, where weaker competitors exit. Tulipa's situation has passed growth but has not yet entered decline, making maturity the correct classification. [Ref: CIPS L5M6 Study Guide, p.175 - Industry Lifecycle and Procurement Strategy]

#### NEW QUESTION # 90

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

**Answer: D**

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 # 91

Bill is collecting data on a mobile phone category item. Which of the following can he find from the phone's 'line item' details? [Select TWO]

- **A. Price**
- **B. Quantity ordered**
- C. Components
- D. Functionality

**Answer: A,B**

Explanation:

Line item details provide specific transactional information about a purchased product, such as the quantity ordered and the price paid. This information is critical for category managers who rely on spend data to analyse patterns, negotiate supplier agreements,

[Ref: CIPS L5M6 Study Guide, p.134 - Line item detail in spend analysis]

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