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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.

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CIPS Category Management Sample Questions (Q75-Q80):

NEW QUESTION # 75

Porter's 5 Forces is a useful tool to analyse market factors that affect profitability. Which of the following is not one of the forces?

- A. Rivalry among existing firms in the industry
- B. Threat of new entrants
- C. Threat of substitutions
- D. Threat of buyers

Answer: D

Explanation:

The correct terminology is bargaining power of buyers, not "threat of buyers". Porter's Five Forces are:

- * Threat of new entrants
- * Bargaining power of suppliers
- * Bargaining power of buyers
- * Threat of substitutes

Reference: CIPS L5M6 Study Guide, p.111

NEW QUESTION # 76

Which of the following can be used to group categories for Category Management within an organisation?

- A. UNSPC
- B. Kraljic Matrix
- C. WTO Guidelines
- D. ISO9001

Answer: A

Explanation:

The United Nations Standard Products and Services Code (UNSPC) provides a universal taxonomy for classifying goods and services. Some organisations adopt UNSPC as a standard way of grouping categories for procurement, while others create their own frameworks tailored to business needs. Unlike tools such as the Kraljic Matrix, which is used to assess risk and value, UNSPC is a classification system designed for spend categorisation and reporting. Using standardised codes ensures better data consistency,

benchmarking, and spend visibility across organisations, especially in global supply chains. By adopting UNSPC, procurement teams can reduce ambiguity in spend analysis and ensure categories are aligned with recognised frameworks.
Reference: CIPS L5M6 Study Guide, p.3

NEW QUESTION # 77

What are the three main enablers of successful Category Management?

- A. Tools
- B. Environment
- C. Place
- D. People
- E. Technology

Answer: A,D,E

Explanation:

The three key enablers are People, Tools, and Technology. Each plays a distinct but interconnected role in making category management effective:

* People: Skilled category managers and cross-functional teams provide the expertise, negotiation skills, and stakeholder engagement needed for success. Without trained professionals, strategies cannot be executed effectively.

* Tools: Analytical frameworks like Kraljic's Matrix, spend analysis, TCO, and risk assessment tools enable informed decision-making. These provide structure and evidence for procurement strategies.

* Technology: Digital platforms such as e-procurement systems, data analytics software, and supplier relationship management [SRM] tools support efficiency, transparency, and scalability.

By contrast, options such as "Place" and "Environment" are not formal enablers within CIPS's framework.

While environmental and cultural context matter, they are not listed as the three foundational enablers.

The study guide emphasises that category management can only be effective when these three enablers work together-skilled people using appropriate tools and supported by the right technology.

[Ref: CIPS L5M6 Study Guide, p.6 - Enablers of Category Management]

NEW QUESTION # 78

Which of the following are potential consequences for an organisation which fails to identify and address risk? Select TWO.

- A. Corruption
- B. Lawsuits
- C. Financial loss
- D. Damage to brand image

Answer: C,D

Explanation:

CIPS highlights that damage to brand reputation and financial loss are two major risks of failing to manage supply chain risks effectively. Legal issues such as lawsuits arise from illegal activity, which is separate from general risk exposure.

Reference: CIPS L5M6 Study Guide, p.111

NEW QUESTION # 79

Frankie Burgers operates in the UK and USA. One supplier holds a monopoly, but the item supplied is low cost. According to the Kraljic Matrix, which type of item is this?

- A. Leverage
- B. Strategic
- C. Routine
- D. Bottleneck

Answer: D

Explanation:

This item is classified as a Bottleneck item in the Kraljic Portfolio Matrix. Bottleneck items are low-value in terms of spend but carry

high supply risk, often because there are very few suppliers or a monopoly situation.

In this case, Frankie Burgers faces a monopoly supplier, meaning supply risk is high. Even though the item is low cost, its unavailability could disrupt operations, creating significant vulnerability.

By contrast:

* Leverage items are high-value but low risk, suited for competitive sourcing.

* Strategic items are high-value and high-risk, requiring partnerships.

* Routine items are low-value and low-risk, suitable for automated procurement.

Category managers facing bottleneck items often mitigate risk through strategies such as developing alternative suppliers, stockpiling, or long-term contracts to secure continuity of supply.

[Ref: CIPS L5M6 Study Guide, p.157 - Kraljic Matrix applications]

NEW QUESTION # 80

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