

# L5M6 Hot Questions & Passing L5M6 Score Feedback

## 150+ HOT SEAT QUESTIONS

1. What's the most spontaneous thing you've ever done?
2. If you could only eat one food for the rest of your life, what would it be?
3. What's one thing you've never told anyone?
4. If you could have dinner with any three people (dead or alive), who would they be?
5. What's the biggest risk you've ever taken?
6. What's your most embarrassing moment?
7. If you could live in any era, which would it be and why?
8. What's the best piece of advice you've ever received?
9. What's one thing you wish you could change about yourself?
10. What's your biggest fear?
11. What's the most unusual place you've ever visited?
12. If you could instantly become an expert in something, what would it be?
13. What's your most treasured possession?
14. What's the best gift you've ever received?
15. What's your guilty pleasure?
16. Describe your perfect day.
17. What's the hardest lesson you've ever learned?
18. If you could have any superpower, what would it be?
19. What's the most memorable book or movie you've ever experienced?
20. If you could change one event in history, what would it be?
21. What's something you've always wanted to try but have been too scared to?
22. What's the most meaningful conversation you've ever had?
23. If you were president for a day, what's the first thing you would do?
24. What's your biggest pet peeve?
25. If you could know the absolute truth to one question, what would it be?
26. What's something you're incredibly bad at but love to do anyway?
27. What's the most beautiful place you've ever been?
28. What's one habit you wish you could break?
29. What's your favorite memory from childhood?
30. If you could only listen to one song for the rest of your life, what would it be?
31. What's something you're proud of but never have an excuse to talk about?
32. What's the best compliment you've ever received?
33. If you could wake up tomorrow having gained one quality or ability, what would it be?
34. What's the most challenging thing you've ever done?
35. What's your dream job?
36. What's something you've done that you never thought you'd do?

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### 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>

### CIPS Category Management Sample Questions (Q20-Q25):

#### NEW QUESTION # 20

What is contract leakage?

- A. The gap between benefits identified in the pre-award stage of the contract and those actually achieved
- B. When spend with a supplier is more than was stated in the contract
- C. When spend with a supplier is less than was forecast
- D. The gap between proposed KPI levels and those actually achieved by the supplier

**Answer: A**

Explanation:

Contract leakage refers to the difference between the benefits forecasted before awarding a contract and the actual benefits realised during its execution. For example, savings predicted during tendering may not materialise due to supplier underperformance, scope creep, or poor contract management. This phenomenon highlights the importance of post-contract management and continuous monitoring of supplier performance.

Category managers must ensure that expectations set during procurement are followed through by tracking delivery, compliance with terms, and value creation. Tools such as KPIs, SLAs, and audits help minimise leakage by ensuring accountability. Ultimately, failure to address leakage can lead to financial loss, reduced trust, and missed opportunities for improvement. By focusing on contract outcomes as well as initial savings, procurement ensures that strategic objectives are consistently met.

Reference: CIPS L5M6 Study Guide, p.145

#### NEW QUESTION # 21

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

TWO.

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

**Answer: A,D**

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 # 22

Volatile inflation rates are a risk that can affect any business. Which STEEPLD factor would this fall under?

- A. Socio-Cultural
- B. Ethical
- C. Economic
- D. Political

**Answer: C**

Explanation:

Inflation is directly linked to the Economic factor within STEEPLD. It affects costs, purchasing power, and business profitability.

[Ref: CIPS L5M6 Study Guide, p.109 - STEEPLD analysis factors]

### NEW QUESTION # 23

Which category of spend item would be most suitable to purchase through an e-auction?

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

**Answer: B**

Explanation:

Leverage items [low supply risk, high financial impact] are best suited for e-auctions. Buyers can use competitive bidding to drive down prices when multiple suppliers exist.

By contrast:

\* Bottleneck items [low value, high supply risk] are not suited as choice is limited.

\* Strategic items require partnership and collaboration, not price-only competition.

\* Non-critical items don't justify the effort of auctions.

[Ref: CIPS L5M6 Study Guide, p.97 - Kraljic Portfolio Matrix]

### NEW QUESTION # 24

On the BCG Matrix, what is a cash cow?

- A. High market share, high market growth

- B. Low market share, high market growth
- C. Low market share, low market growth
- **D. High market share, low market growth**

**Answer: D**

Explanation:

Within the Boston Consulting Group [BCG] Matrix, a Cash Cow represents a product or business unit that holds a high market share in a low-growth market. These products typically generate strong and stable cash flows because they dominate their markets with little new competition. Although growth opportunities are limited, these units require minimal investment and often fund other parts of the business.

For example, a well-established soft drinks brand in a mature market is a classic cash cow. While sales are stable and market share is high, growth potential is low due to saturation. This differs from:

\* Stars [high share, high growth] which require significant investment.

\* Question Marks [low share, high growth] which may or may not succeed.

\* Dogs [low share, low growth] which are often candidates for divestment.

In category management, identifying cash cows helps procurement teams prioritise efficiency and cost management, ensuring these categories remain profitable without heavy strategic input.

[Ref: CIPS L5M6 Study Guide, p.117 - BCG Matrix and procurement strategy]

### NEW QUESTION # 25

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