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CIPS Category Management Sample Questions (Q66-Q71):

NEW QUESTION # 66

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

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

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 # 67

The sale of ice-cream, bikinis and sunglasses usually follows which demand pattern?

- A. Stable
- B. Growth
- C. Cyclical
- D. Decline

Answer: C

Explanation:

These items follow a cyclical demand pattern, meaning that sales fluctuate in predictable cycles-typically aligned with seasons or climate conditions. For example, demand peaks in summer and falls sharply in winter. Recognising cyclical patterns allows procurement professionals to plan supply and inventory effectively, avoiding both shortages during peak demand and excess stock during low demand periods. This type of forecasting is particularly important in industries such as fashion, tourism, and consumer goods.

Failing to account for cyclical demand can lead to missed sales opportunities or increased storage costs. In category management, understanding demand cycles ensures efficient resource allocation, supplier scheduling, and financial planning. It also supports collaborative planning with suppliers to ensure capacity aligns with market needs.

Reference: CIPS L5M6 Study Guide, p.143

NEW QUESTION # 68

Which of the following forms of historical data can be used to inform Category Management expenditure?
Select THREE.

- A. Ledger Code
- B. Spend Forecast
- C. Spend Analytics
- D. Inflation Rate
- E. Line Item Details

Answer: A,C,E

Explanation:

In category management, reliable decision-making depends heavily on the analysis of historical spend data.

According to CIPS, the key forms of usable historical data include:

* Spend analytics: consolidated information showing how much has been spent, on what items, and with which suppliers.

* Line item details: transaction-level data that provides specific insight into products or services purchased.

* Ledger codes: financial classifications that group expenditure for reporting and control purposes.

These data sets allow category managers to identify trends, supplier dependency, opportunities for consolidation, and potential cost savings. In contrast, inflation rates and spend forecasts are forward-looking metrics, not historical data. Using accurate historical information is critical for preparing budgets, supporting negotiations, and identifying anomalies in expenditure. Organisations that fail to utilise this data often struggle to align their category strategies with financial realities, leading to overspending or missed opportunities.

Reference: CIPS L5M6 Study Guide, p.133

NEW QUESTION # 69

Why would a company use a Technology Roadmap?

- A. To mitigate risks of cyber-attacks
- B. To assist in marking a tender for IT equipment

- C. To help decide which technology to invest in the future
- D. To decide between two different software providers

Answer: C

Explanation:

A Technology Roadmap is a planning tool used to align technological investments with business strategy. It enables organisations to evaluate current capabilities, identify emerging challenges, and plan for future technology adoption. The purpose is not just to decide between existing options but to forecast which innovations will be most valuable over time.

For instance, a company may use a roadmap to determine whether to invest in automation, artificial intelligence, or renewable energy solutions, based on expected business growth and industry trends. This ensures resources are allocated to technologies that offer long-term competitiveness.

Other options are less accurate:

- * Option A oversimplifies; technology roadmaps are not for one-off decisions.
- * Option B is incorrect as tenders require specifications, not long-term roadmaps.
- * Option D relates to risk management, not strategic technology planning.

Therefore, the roadmap helps businesses stay adaptive and forward-thinking, ensuring that investments made today remain relevant tomorrow.

[Ref: CIPS L5M6 Study Guide, pp.126-127 - Technology Roadmaps in category management]

NEW QUESTION # 70

CEB Research states that there are 6 competencies which drive strategic performance in Procurement. The ability to stay calm under pressure and handle criticism is which competency?

- A. Innovator
- B. Influencer
- C. Results seeker
- D. Adaptor

Answer: D

Explanation:

The Adaptor competency reflects resilience and flexibility, particularly the ability to remain calm under pressure and handle criticism constructively. CEB Research identifies six key competencies for high-performing procurement teams: functional expert, influencer, results seeker, innovator, adaptor, and complier.

Each competency contributes to overall effectiveness. Adaptors are especially important in procurement because markets are dynamic and supplier relationships can be complex. Their ability to adjust strategies in the face of change ensures procurement remains resilient. For category managers, adaptability supports risk management, stakeholder engagement, and effective negotiation. Without this competency, procurement risks being rigid and unresponsive to changing circumstances.

Reference: CIPS L5M6 Study Guide, p.70

NEW QUESTION # 71

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