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## CIPS Category Management Sample Questions (Q46-Q51):

### NEW QUESTION # 46

Barb is a Category Manager at XYZ Logistics. She is putting together a Category Plan. Which of the following sections should she include? Select THREE.

- A. Supply market analysis
- B. Category objectives
- C. Category risks
- D. History of the category

- E. HR information on the team

**Answer: A,B,C**

Explanation:

A Category Plan is a strategic document that sets out how a category will be managed to deliver organisational objectives. It typically includes:

- \* Supply market analysis to understand supplier dynamics, competition, and risks.
- \* Category objectives, which align with organisational strategy and specify what procurement aims to achieve.
- \* Category risks, which outline potential threats and mitigation strategies.

HR information and a full history of the category are not required, as the plan is forward-looking, focusing on strategy rather than operational details. While historical context may be summarised in an executive overview, it does not form a full section. A well-structured Category Plan supports better decision-making, stakeholder engagement, and ensures consistent management of spend. It provides a roadmap for how value will be captured, risks managed, and supplier relationships developed. Without it, category management risks becoming reactive and fragmented.

Reference: CIPS L5M6 Study Guide, p.10

#### NEW QUESTION # 47

Which of the following are benefits of Category Management? Select THREE.

- **A. Innovation**
- B. Better Use of IT Systems
- **C. Fewer Supplier Contracts**
- **D. Improved Supplier Relations**
- E. Less Staff Required

**Answer: A,C,D**

Explanation:

Category Management delivers multiple benefits for organisations, including:

- \* Fewer supplier contracts, achieved by consolidating spend and reducing fragmentation.
- \* Improved supplier relations, as suppliers are engaged strategically rather than transactionally, enabling stronger collaboration.
- \* Increased innovation, which arises when procurement works closely with suppliers to develop new solutions and efficiencies.

Other benefits highlighted by CIPS include better pricing, improved terms and conditions, stakeholder satisfaction, enhanced risk management, and improved spend visibility. The incorrect options-"less staff required" and "better use of IT systems"-may result indirectly from streamlined procurement, but they are not primary benefits recognised in the category management framework. The true value of category management lies in shifting procurement from a transactional function to a strategic enabler of value. By grouping spend into categories and applying tailored strategies, organisations achieve economies of scale, better market intelligence, and stronger alignment with business objectives.

Reference: CIPS L5M6 Study Guide, p.6

#### NEW QUESTION # 48

Servers, hardware and licences are items which may be found in which category of spend?

- **A. IT**
- B. Legal
- C. Professional services
- D. Facilities management

**Answer: A**

Explanation:

Items such as servers, hardware, and licences fall under the IT (Information Technology) category of spend. Categories are organised into direct and indirect spend, and IT is a common example of indirect spend, which includes goods and services that do not directly contribute to production but are essential to operations. IT spend is strategically important as it supports digital transformation, efficiency, and business continuity. Effective management of IT categories involves considering licensing agreements, hardware refresh cycles, cybersecurity, and vendor lock-in risks. Poor IT procurement strategies can lead to high costs, inefficiencies, and security vulnerabilities. Category managers in IT must also keep up with fast-changing technology markets, cloud adoption trends, and vendor consolidation. Recognising IT as a distinct category ensures that

procurement strategies address unique risk factors and maximise value.  
Reference: CIPS L5M6 Study Guide, p.3

#### NEW QUESTION # 49

SIC codes are sets of four-digit codes used to classify what?

- A. Industries
- B. Spend categories
- C. Business departments
- D. Countries

**Answer: A**

Explanation:

SIC [Standard Industrial Classification] codes are numerical codes used to classify industries. For example, 1000 = mining, 1500 = construction. These codes help in categorising spend, benchmarking, and market analysis but are not intended for memorisation.  
[Ref: CIPS L5M6 Study Guide, p.82 - SIC codes]

#### NEW QUESTION # 50

When using the Kraljic Matrix to analyse the category of item, which of the following categories does Kraljic recommend be further analysed in conjunction with a comparison of the buyer's strength vs supply market strength?

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

**Answer: D**

Explanation:

For strategic items, Kraljic recommends further analysis through a 3x3 supply positioning matrix, which compares buyer strength against market strength. This creates three possible strategies: exploit, balance, diversify.

Reference: CIPS L5M6 Study Guide, p.102

#### NEW QUESTION # 51

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