

CIPS.L5M6.v2026-02-02.q31

□□□□:	L5M6
□□□□:	Category Management
□□□:	CIPS
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□□:	v2026-02-02
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https://www.krdump.com/CIPS.L5M6.v2026-02-02.q31.html	

NEW QUESTION: 1

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Answer: C ([LEAVE A REPLY](#))

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[□□: CIPS L5M6 □□ □□□, p.68 - □□□ □□□ □□ □□]

NEW QUESTION: 2

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Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 3

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- B. ☐ ☐ ☐ ☐
- C. ☐ ☐ ☐ ☐
- D. ☐ ☐ ☐

Answer: A ([LEAVE A REPLY](#))

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□□□□: CIPS L5M6 □□ □□□, p.102

NEW QUESTION: 4

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- B. ☐ ☐ ☐ ☐ ☐ ☐
- C. ☐ ☐ ☐ ☐ ☐
- D. ☐ ☐
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Answer: A,B,D ([LEAVE A REPLY](#))

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□□: CIPS L5M6 □□ □□□, p.6

NEW QUESTION: 5

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B. □□ □□

C. □□ □□

D. □□ □□ □□ □□

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Answer: C,D,E ([LEAVE A REPLY](#))

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□□□□: CIPS L5M6 □□ □□□, p.133

NEW QUESTION: 6

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B. □□ □□

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D. 00

Answer: B ([LEAVE A REPLY](#))

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00: CIPS L5M6 00 000, p.99

NEW QUESTION: 7

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A. 00 00

B. 00 00

C. 00 00

D. 00

Answer: B ([LEAVE A REPLY](#))

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[00: CIPS L5M6 00 000, p.81 - 00 00 00]

NEW QUESTION: 8

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A. 000

B. 00

C. 00

D. 00

E. 00

Answer: A,C,E ([LEAVE A REPLY](#))

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 [□□: CIPS L5M6 □□ □□□, p.6 - □□□□ □□ □□□ □□]

NEW QUESTION: 9

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Randoxx Ltd - Drag & Drop Table

Category	Porter's Force	STEEPLE Factor
Category 1	—	—
Category 2	—	—
Category 3	—	—
Category 4	—	—



Options to Place

Porter's Forces	STEEPLE Factors
Threat of New Entrants - Low	Technological
Threat of Substitutes - Low	Social
Bargaining Power of Buyer - Low	Economic
Competitive Rivalry - High	Environmental

Answer:

Randoxx Ltd - Drag & Drop Table

Category	Porter's Force	STEEPLE Factor
Category 1	Competitive Rivalry - High	Technological
Category 2	Bargaining Power of Buyer - Low	Environmental
Category 3	Threat of Substitutes - Low	Economic
Category 4	Threat of New Entrants - Low	Social

Options to Place

Porter's Forces	STEEPLE Factors
Threat of New Entrants - Low	Technological
Threat of Substitutes - Low	Social
Bargaining Power of Buyer - Low	Economic
Competitive Rivalry - High	Environmental

Chartered Institute of
Procurement & Supply

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Randoxx Ltd - Completed Drag & Drop Question

Match each Category with the Correct Porter's Force & STEEPLE Factor

Chartered Institute of
Procurement & Supply

Category	Porter's Force	STEEPLE Factor
Category 1	Competitive Rivalry - High	Technological
Category 2	Bargaining Power of Buyer - Low	Environmental
Category 3	Threat of Substitutes - Low	Economic
Category 4	Threat of New Entrants - Low	Social

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(□□: CIPS L5M6 □□ □□□ - □□□ 5□□ □, 112-116□; STEEPLED □□, 109□)

NEW QUESTION: 10

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- A. □□
- B. □□
- C. □□□
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Answer: (SHOW ANSWER)

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[□□: CIPS L5M6 □□ □□□, p.90 - □□□ □□ □□ □□]

NEW QUESTION: 11

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- A. □□□
- B. □□□
- C. □□□
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Answer: A (LEAVE A REPLY)

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[□□: CIPS L5M6 □□ □□□, p.2 - □□□ □□ □□□□□□ □□□□ □□]

NEW QUESTION: 12

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Answer: B ([LEAVE A REPLY](#))

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[□□: CIPS L5M6 □□ □□□, p.183 - □□ □□ □ □□□□□ □□]

NEW QUESTION: 13

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Answer: ([SHOW ANSWER](#))

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□□: CIPS L5M6 □□ □□□, p.150

NEW QUESTION: 14

ABC Ltd 10 years ago started its IT department. It has
increased?

- A. 10%
- B. 20%
- C. 30%
- D. 40%

Answer: ([SHOW ANSWER](#))

10 years ago, the IT department of ABC Ltd, which was then a small company, had only a few employees. It has since grown significantly, and now has a large team of IT professionals. The IT department has become an essential part of the company's operations, and has helped to improve efficiency and productivity. The IT department has also been instrumental in the company's expansion into new markets and in the development of new products.

Answer:

- * The IT department has grown by 10% over the last 10 years.
- * The IT department has grown by 20% over the last 10 years, and is expected to continue to grow at this rate.

The IT department has grown by 10% over the last 10 years, and is expected to continue to grow at this rate. The IT department has also been instrumental in the company's expansion into new markets and in the development of new products.

[CIPS L5M6 10 years ago, p.150 - 10 years ago: 10% vs 20%]

NEW QUESTION: 15

10 years ago, the IT department of ABC Ltd, which was then a small company, had only a few employees. It has since grown significantly, and now has a large team of IT professionals. The IT department has become an essential part of the company's operations, and has helped to improve efficiency and productivity. The IT department has also been instrumental in the company's expansion into new markets and in the development of new products.

- A. 10%
- B. 20%
- C. 30%
- D. 40%

Answer: ([SHOW ANSWER](#))

10 years ago, the IT department of ABC Ltd (commodities) had only a few employees. It has since grown significantly, and now has a large team of IT professionals. The IT department has become an essential part of the company's operations, and has helped to improve efficiency and productivity. The IT department has also been instrumental in the company's expansion into new markets and in the development of new products.

10 years ago, the IT department of ABC Ltd had only a few employees. It has since grown significantly, and now has a large team of IT professionals. The IT department has become an essential part of the company's operations, and has helped to improve efficiency and productivity. The IT department has also been instrumental in the company's expansion into new markets and in the development of new products.

[CIPS L5M6 10 years ago, p.52]

NEW QUESTION: 16

10 years ago, the IT department of ABC Ltd, which was then a small company, had only a few employees. It has since grown significantly, and now has a large team of IT professionals. The IT department has become an essential part of the company's operations, and has helped to improve efficiency and productivity. The IT department has also been instrumental in the company's expansion into new markets and in the development of new products.

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Answer: C,D ([LEAVE A REPLY](#))

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[□□: CIPS L5M6 □□ □□□, p.32 - □□ □□□□ □□□ □□ □□]

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<https://www.dumptop.com/CIPS/L5M6-dump.html> (92 Q&As Dumps, **30%OFF** Special

Discount: **KrDump**)

NEW QUESTION: 17

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Answer: C ([LEAVE A REPLY](#))

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[□□: CIPS L5M6 □□ □□□, pp.126-127 - □□□□ □□□ □□ □□□]

NEW QUESTION: 18

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Answer: ([SHOW ANSWER](#))

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[□□: CIPS L5M6 □□ □□□, p.134 - □□ □□□ □□ □□ □□]

NEW QUESTION: 19

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Answer: B ([LEAVE A REPLY](#))

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[□□: CIPS L5M6 □□ □□□, p.117 - BCG □□□□ □ □□ □□]

NEW QUESTION: 20

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Answer: ([SHOW ANSWER](#))

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[□□: CIPS L5M6 □□ □□□, p.40 - □□ □□ □ □□ □□□□]

NEW QUESTION: 21

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B. □□□□□. □□□□□ □□ □ □□□□ □□□□ □□□□□.

C. □□□ - □□□□□ □□ □□□□□ □□□□□.

D. □□□ - □□□ □□□□□□ □□□ □□□□□.

Answer: A ([LEAVE A REPLY](#))

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[□□: CIPS L5M6 □□ □□□, p.46 - □□□□□□ □□□ □□□]

NEW QUESTION: 22

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- A. □□ □□
- B. □□ □□ □□
- C. □□ □□
- D. □□ □□□

Answer: B ([LEAVE A REPLY](#))

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[□□: CIPS L5M6 □□ □□□, pp.180-182 - □□ □□ □ □□]

NEW QUESTION: 23

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- A. □□□□ □□□ □□□□ □□
- B. □□□□□□□ □□□ □□ □□□

C. 1000 10000 1000 1000

D. 100000 10000 1000

Answer: ([SHOW ANSWER](#))

100 100 1000 1000 1000 10000 1000 1000 1000 100000. 2013 100 10000 1000 10000 10000. 1000 1000 100 10000 1000 100000 100.

100: CIPS L5M6 100 1000, p.104

NEW QUESTION: 24

Trydo Ltd 100 100000 1000, 100 10000 1000 10000 10000. 100 10000 4 100 100 1000 1000 10000.

* 10000 1: 10 100000 100 100000 100, 100 1000 10000 10000. 1000 1000 100 10000 100 100 1200 100 10000 100 1000 36% 1000000.

* 10000 2: 1000 1000 10000 1000, 100 1000000 10000 20 100 10000 100 100000 10000. Trydo 10 100000 100 1000 1000 100 1000 1000 1000 10000 100 1000 100 10000 10000.

* 10000 3: 10 100000 1000 100000 100000 1000 100 10000 1000 1000 10000. 100 Acid Test 1000 Trydo 1000 10 1000 100 1000, 10000 30 100 1000 10000 40 10 10 1000 100000.

* 10000 4: 10000 40 1000 1000 10000 1000, 100 100 100 10000 1000 100 100. 100 1000 100 1000, 100 1000, 1000 100 100 100000 10000. 1000 100 10000 100 100000000.

100:

100 100 100000. 10 100000 100 BCG 1000000 100 1000 100000 100 1000 100 1000 100000 1000. 10 1000 10 100 100000 1000.

Trydo Ltd - Drag & Drop Table

Supplier	BCG Matrix Category	Financial Concern
Supplier 1	—	—
Supplier 2	—	—
Supplier 3	—	—
Supplier 4	—	—

Options to Place

BCG Matrix Categories	Financial Concerns
Dog Category	Profitability Concern
Cash Cow Category	Liquidity Concern
Star Category	Gearing Concern
Question Mark Category	Efficiency Concern

Chartered Institute of
Procurement & Supply

Answer:

Trydo Ltd - Drag & Drop Table

Supplier	BCG Matrix Category	Financial Concern
Supplier 1	Star Category	Profitability Concern
Supplier 2	Question Mark Category	Gearing Concern
Supplier 3	Cash Cow Category	Liquidity Concern
Supplier 4	Dog Category	Efficiency Concern

Options to Place

BCG Matrix Categories	Financial Concerns
Dog Category	Profitability Concern
Cash Cow Category	Liquidity Concern
Star Category	Gearing Concern
Question Mark Category	Efficiency Concern

Chartered Institute of
Procurement & Supply

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BCG Matrix Category	Financially Sound
Star Category	Profitable
Question Mark Category	Gearing Up
Cash Cow Category	Liquid
Dog Category	Efficient



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(□□: CIPS L5M6 □□ □□□, p.117 - □□ □□ □□□ □□)

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(□□: CIPS L5M6 □□ □□□, 117-118□ - □□ □□□ □□)

NEW QUESTION: 25

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- A. □□ □□
- B. □□ □□
- C. □□ □□□
- D. □□□□ □□ □□

Answer: C,D ([LEAVE A REPLY](#))

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□□: CIPS L5M6 □□ □□□, p.180

NEW QUESTION: 26

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- A. ISO9001
- B. WTO □□
- C. UNSPC

D. 1000 1000

Answer: C ([LEAVE A REPLY](#))

100 100 100 100 100 100(UNSPC) 1000 10000 10000 10000 100 1000 10000. 100 1000 100 1000 100000 100 10000 UNSPC 10000 100, 100 100 10000 1000 100 100 1000000 100000. 1000 1000 10000 100000 1000 10000(Kraljic Matrix) 100 1000 100, UNSPC 100 100 10000 100 1000 1000000. 10000 1000 100000 100 100, 100 1000 1000000 1000 1000, 10000 100 10000 100000. UNSPC 1000000 100 100 100 10000 10000 100 1000 1000 1000000 100 1000000 100 10000.

100: CIPS L5M6 100 1000, p.3

NEW QUESTION: 27

100 10000 100 10000 10000 1000? '3' 100000.

A. 100 1000 100000.

B. 100 100000 1000 100000.

C. 1000 10000 100000.

D. 100 1000000 100000.

E. 100 1000 100 100 100 100

Answer: A,B,D ([LEAVE A REPLY](#))

1000 100 100 100 100 1000 1000 1000 10000000 1000. 100 1000 10000 1000 100 100000 1000 100 100 100000 1000. 100000 100 100000 1000 100000 100 100000 100 100 1000 1000 1000, 100 100 100 1000 1000 100 100000. 100000, 1000 100 10000000 1000 100 10000 100000 1000000 1000 100000 1000 100 1000 100 100 1000 1000 1000 100000. 100, 100 1000 1000 100 100 100 1000 100000 1000 10000 1000, 100, 100 100 100 100 10000 1000 100000 100000. 10000 10000 100, 1000 1000000 10000 1000000 100 1000 10000 100000 10000 100 1000 100000 10000 100 1000 1000000 100 10000. 1000 100 100 10000 1000 100 100, 100 10000 100 1000 10000 1000 10000 1000.

100: CIPS L5M6 100 1000, p.140

NEW QUESTION: 28

100 10000 10000 10000 1000 1000 1000 1000 1000 1000000? 10000 100000.

A. 100

B. 100

C. 1000 1000 100

D. 1000 100

Answer: C,D ([LEAVE A REPLY](#))

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□□□□: CIPS L5M6 □□ □□□, p.111

NEW QUESTION: 29

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- A.** □ □ □ □
- B.** □ □ □ □ □ □
- C.** □ □ □ □
- D.** □ □ □ □ □ □

Answer: A (LEAVE A REPLY)

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□□: CIPS L5M6 □□ □□□, p.4

NEW QUESTION: 30

[illegible]

- A.** □ □ □ □
- B.** □ □ □ □
- C.** □ □ □
- D.** □ □ □

Answer: B (LEAVE A REPLY)

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[□□: CIPS L5M6 □□ □□□, p.97 - Kraljic □□□□□ □□□□]

NEW QUESTION: 31

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- C. □□□ - □□□□ □□□ □□□ □□□□□□ □□ □□□ □□□ □ □□ □□□□□ □□□ □ □□□□□□□.
- D. □□□ - □□□□ □□□ □□□ □□ □□□□□.

Answer: C ([LEAVE A REPLY](#))

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□□: CIPS L5M6 □□ □□□, p.49

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