

## CIPS Exam Report for Learner Community:

Qualification:	Advanced diploma in procurement and supply
Unit:	AD4 - Category management in P&S
Exam series:	November 2014

Question 1 – Learning Outcome 1	
<p><b>1 (a)</b> Discuss FOUR sources of added value that category management might achieve for an organisation. (12 Marks)</p> <p><b>1 (b)</b> Compare account management with category management for the procurement function. (13 Marks)</p>	<b>(25 marks)</b>
<p><b>1(a).</b> Candidates were expected to discuss four sources of added value that a category manager might achieve for an organisation, up to 3 marks were available for each correctly discussed source. Markers were looking for a good understanding of the each area discussed and the depth of that discussion.</p> <p>The sources discussed were varied and in general covered the following sources: Reduced costs through greater economy of scale, supplier reduction, use of category management, increased quality of products, innovation and improved specifications from suppliers, reduced delivery timescales, increased reliability in both supply &amp; products. Areas that were not covered or not widely covered were: the increase use of agile procurement techniques, increased supplier relationship management; quicker/improved time to market, more sustainability in the supply market or increased use of sustainable products leading to an increased brand awareness/enhancement, risk reduction.</p> <p>The majority of candidates decided to use 1 or 2 paragraphs per source which often meant that the answers were not in depth and had a lack of content.</p> <p><b>1(b).</b> Candidates were expected to compare the roles of an account management with category management. We were looking for candidates to identify that account management generally related to a suppliers mechanism for managing and growing strategic customer accounts and for category management, the buyers process of segmentation and managing strategic supplier accounts. The key word on both sides is strategic, therefore we were looking for answers to include comparisons on increasing business, reduction or sharing of risk, more collaborative working.</p>	

# Cips Exam Report For Learner Community Aba Procurement

**Clifford Lane**



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## Whispering the Strategies of Language: An Mental Journey through **Cips Exam Report For Learner Community Aba Procurement**

In a digitally-driven earth wherever monitors reign great and immediate communication drowns out the subtleties of language, the profound strategies and mental nuances concealed within phrases often get unheard. Yet, situated within the pages of **Cips Exam Report For Learner Community Aba Procurement** a interesting literary value blinking with raw emotions, lies a fantastic quest waiting to be undertaken. Penned by a talented wordsmith, this marvelous opus attracts visitors on an introspective trip, lightly unraveling the veiled truths and profound impact resonating within the very fabric of each and every word. Within the mental depths of the emotional review, we can embark upon a genuine exploration of the book is key subjects, dissect their interesting writing style, and fail to the effective resonance it evokes strong within the recesses of readers hearts.

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