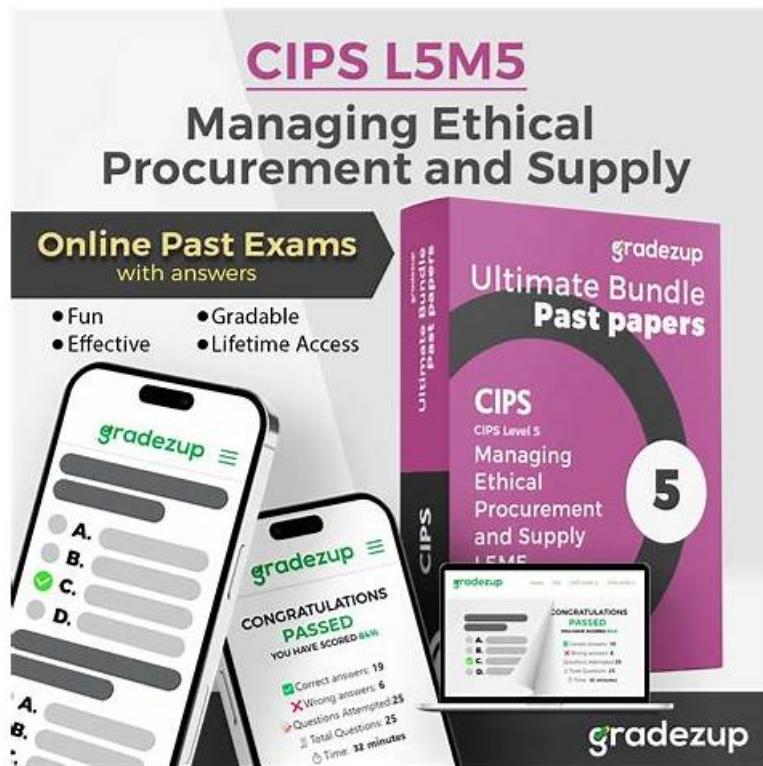


# CIPS L5M15 Exam | High L5M15 Quality - Provide you Best L5M15 Examcollection Dumps



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The Advanced Negotiation (L5M15) certification is a requirement if you want to succeed in the CIPS industry quickly. But after deciding to take the L5M15 exam, the next challenge you face is the inability to find genuine L5M15 Questions for quick preparation. People who don't study with L5M15 real dumps fail the test and lose their precious resources.

## CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Understand the key stages which impact on the negotiation process and outcomes: This section of the exam measures skills of Procurement Managers and covers the major phases of negotiation, from preparation to conclusion. It includes understanding how pre-negotiation planning influences success, analyzing whether to negotiate individually or as a team, and preparing with clear objectives, strategies, and intelligence. It also explores structuring a negotiation agenda, applying effective negotiation tools and tactics, handling concessions, understanding opponent motivations, managing deadlocks, and ensuring successful conclusion and documentation of agreements. Post-negotiation focus is on implementing agreements, selling outcomes to stakeholders, and monitoring performance for continuous improvement.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Understand negotiation relationships and ethics: This section of the exam measures skills of Supply Chain Professionals and covers the role of relationships, trust, and ethics within negotiations. It explains how honesty and long-term partnerships contribute to effective outcomes and examines how situational assessment affects negotiation tone and results. The section also introduces ethical considerations, including the differences between positional and principled negotiation, separating personal factors from issues, and pursuing win-win solutions. It highlights the importance of cultural sensitivity, transparency, and the avoidance of unethical practices such as bribery, corruption, or fraud within professional negotiations.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>Understand methods and behavioural factors which can influence others: This section of the exam measures skills of Category Managers and covers the influence of behavioural and interpersonal dynamics in negotiation and collaboration. It explores methods to influence individuals and groups by building trust, creating alliances, and managing conflict, ambiguity, and resistance effectively. Learners examine how attitudes, motivation, and organisational behaviour affect outcomes, including the influence of leadership style, empowerment, participation, and communication. The section emphasizes understanding how organisational structures and informal networks shape negotiation power and decision-making processes within procurement and supply environments.</li> </ul>
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### CIPS Advanced Negotiation Sample Questions (Q86-Q91):

#### NEW QUESTION # 86

Jonathan is a procurement manager who has been asked to gather primary data for an upcoming negotiation. He sends out a survey. Was this correct?

- A. No - the survey will produce secondary data.
- B. Yes - the survey will provide primary data.**
- C. Yes - the survey will ensure Jonathan wins the negotiation.
- D. No - surveys do not provide suitable information.

**Answer: B**

Explanation:

Primary data is original information gathered firsthand for a specific purpose such as surveys, interviews, or focus groups. By contrast, secondary data comes from existing sources. A survey, therefore, is an appropriate primary data-gathering tool.

Reference:CIPS L5M15 -Intelligence Gathering for Negotiation (Domain 1.1).

#### NEW QUESTION # 87

When a discussion is being driven by a consideration that has not been openly disclosed, leaving one party disadvantaged, this is known as what?

- A. Favouritism
- B. Hidden agenda**
- C. Exaggerated claim
- D. Lack of confidentiality

**Answer: B**

Explanation:

A hidden agenda involves unspoken motives or objectives influencing negotiation behaviour. Transparency and open communication help avoid mistrust and unfair advantage.

Reference:CIPS L5M15 -Unethical Behaviour in Negotiation: Hidden Agendas.

#### NEW QUESTION # 88

When may the outcome of a negotiation be described as win: perceived win?

- A. When using positional bargaining
- **B. When there is a power imbalance between the two parties**
- C. When one of the parties is less experienced
- D. When negotiations are rushed

**Answer: B**

Explanation:

A win : perceived win occurs where a powerful party wins substantive outcomes while the weaker party believes it has also "won," often due to power asymmetry and framing.

Reference:CIPS L5M15 - Power, Perception and Outcome Typologies (Domain 2.2).

### NEW QUESTION # 89

DSA is expanding its procurement team and wants recruits with soft skills useful in procurement. Which of the following are soft skills?Select THREE.

- A. Mathematical capability
- **B. Communication**
- **C. Influencing**
- D. Knowledge of local markets
- **E. Change management**

**Answer: B,C,E**

Explanation:

Soft skills are interpersonal and behavioural capabilities that enable effective collaboration and impact, such as communication, influencing, and managing change. Technical/market knowledge and numerical skills are valuable but are classed as hard/technical skills rather than soft skills.

Reference:CIPS Level 5, L5M15 - Topic: Soft vs. Hard Skills in Negotiation.

### NEW QUESTION # 90

Which of the following are examples of reciprocated concessions?Select TWO

- A. Party A walks away, and Party B offers a concession to continue talks.
- **B. Party A offers a larger delivery, and Party B agrees to pay 50% upfront while Party A waives the delivery charge.**
- **C. Party A offers a discount for better payment terms.**
- D. Party A agrees a 2% discount and Party B accepts.

**Answer: B,C**

Explanation:

Reciprocated concessions occur when both sides trade something of value-such as exchanging discounts for improved terms. This supports balanced negotiation progress and fosters trust.

Reference:CIPS L5M15 -Concession Management and Reciprocity in Negotiation (Domain 1.2).

### NEW QUESTION # 91

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