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The Itcertkey is one of the reliable and trusted platforms that has been offering top-notch, real, and updated L5M15 practice test questions for many years. Over this long time period, thousands of CIPS L5M15 certification exam candidates have passed their L5M15 certification exam. They all used valid, updated, and real Advanced Negotiation L5M15 Exam Dumps and got ready to perform well in the final L5M15 test. You can trust Itcertkey L5M15 practice test questions and start Advanced Negotiation L5M15 test preparation without wasting further time.

CIPS L5M15 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> 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.
Topic 2	<ul style="list-style-type: none"> 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.
Topic 3	<ul style="list-style-type: none"> 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.

CIPS Advanced Negotiation Sample Questions (Q81-Q86):

NEW QUESTION # 81

What was the principal conclusion of the Hawthorne experiments?

- A. People work harder when they're being observed.**
- B. People are inherently lazy.
- C. People are motivated by money.
- D. People work better when the lighting is better.

Answer: A

Explanation:

The "Hawthorne effect" suggests performance can improve simply because people know they are being studied/observed-attention and interest from management can boost engagement.

Reference:CIPS L5M15 - Motivation and behaviour: Hawthorne/Elton Mayo.

NEW QUESTION # 82

Daniel is the lead negotiator for a deal with a potential supplier. He is quick-thinking, assertive, and has strong market knowledge. Which type of product is Daniel negotiating about?

- A. High value, high risk
- B. Low value, low risk
- C. High value, low risk**
- D. Low value, high risk

Answer: C

Explanation:

Assertive, decisive negotiation styles align with high-value, low-risk situations, typically requiring competitive behaviour to maximise value without the complexity of shared risk.

Reference:CIPS L5M15 - Negotiation Styles and Specialist Tools Table (Domain 1.2).

NEW QUESTION # 83

Sarah is a procurement manager who used a win-lose stance and deceptive techniques to reach her goals. Which consequences may follow? Select TWO

- A. The supplier will have more respect for Sarah
- B. Sarah achieved all of her objectives
- C. The approach may damage the long-term relationship
- D. The contract may be rendered void

Answer: C,D

Explanation:

Deceptive conduct can damage relationships and may expose the agreement to rescission for misrepresentation (fraudulent/neglectful untrue statements of fact), potentially rendering the contract voidable. We cannot infer she achieved all objectives or gained respect. Reference:CIPS L5M15 - Integrity, Misrepresentation & Consequences in Negotiation (Domain 2.1).

NEW QUESTION # 84

Which sentence about the Human Relations approach to company structure is not true?

- A. Teams work to create synergies and fulfil social needs.
- B. It allows for cross-functional teams and empowerment.
- C. It uses flatter organisational structures with decentralised authority.
- D. Tasks are grouped together by their common nature or task focus.

Answer: D

Explanation:

Statement D describes a Functional Structure, not Human Relations. The Human Relations approach emphasises team collaboration, empowerment, and flexible cross-functional working to meet both organisational and social needs.

Reference:CIPS L5M15 - Organisational Structures and Human Relations Theory (Domain 3.2).

NEW QUESTION # 85

Which of the following is not a cross-cultural factor of negotiation?

- A. Legal system
- B. Financial and fiscal system
- C. Religion/belief/culture
- D. Environment

Answer: D

Explanation:

Cross-cultural negotiation factors include social/ethical norms, legal and political systems, business systems, infrastructure, and financial/fiscal systems. "Environment" in the ecological sense is not typically classified by CIPS as a cross-cultural negotiation factor. Reference:CIPS Level 5, L5M15 - Topic: Cross-Cultural Considerations in Negotiation.

NEW QUESTION # 86

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