

# 素晴らしいL4M5問題数 &合格スムーズL4M5資格模 擬 | 便利なL4M5試験情報Commercial Negotiation

Sources of divergent positions/conflict	Examples	Sources of divergent positions/conflict	Examples
Agenda and governance	<ul style="list-style-type: none"> <li>Who decides what can be negotiated, how the meeting is chaired and governed, and how much time is allowed?</li> <li>Lack of faith in confidentiality from TOP (notwithstanding the existence of NDAs - non-disclosure agreements).</li> </ul>	Timescales/location	<ul style="list-style-type: none"> <li>Different views as to where and when negotiation meetings should take place, e.g. 'home or away' and time zone differences.</li> <li>How many meetings are required? Duration?</li> </ul>
Conflicting negotiation styles of participants	<ul style="list-style-type: none"> <li>Participants adopt very different styles, e.g. one party adopts win-win style while other side adopts win-lose style.</li> </ul>	Negotiation medium	<ul style="list-style-type: none"> <li>Different views of participants regarding use of phone/teleconference, face-to-face, group meetings/negotiation by e-mail.</li> </ul>
Cultural differences	<ul style="list-style-type: none"> <li>Misunderstandings between parties based on local or organisational customs, traditions or conventions. Unintended insults or offence made regarding symbols, forms of address (e.g., using 'Mr/Ms' versus first name), punctuality, dress codes, attitude, etc.</li> </ul>	Team size and make-up	<ul style="list-style-type: none"> <li>Different views regarding who should be present at negotiation meetings; commercial, technical, legal, stakeholder representation.</li> </ul>
		How negotiation will be finalised	<ul style="list-style-type: none"> <li>How will we know when negotiation is over?</li> <li>Is there a time limit or agreed objectives both sides are aiming for?</li> <li>What is default position if negotiation fails?</li> </ul>

BONUS!!! Tech4Exam L4M5 ダンプの一部を無料でダウンロード: <https://drive.google.com/open?id=1XdAkOR7b-FOUn5MGcryO2uS42h3p9jkA>

我々社のチームは顧客のすべてのために、改革政策に伴って最新版の信頼できるCIPSのL4M5をリリースされて喜んでいます。我々社はL4M5問題集のクオリティをずっと信じられますから、試験に失敗するとのお金返金を承諾します。また、受験生の皆様は一発的に試験に合格できると信じます。もし運が良くないとき、失敗したら、お金を返してあなたの経済損失を減らします。

CIPS L4M5認定試験の重要な利点の1つは、商業交渉の卓越性のマークとしてグローバルに認識されていることです。この認定は、個人が混雑した雇用市場で際立っているのに役立つ、潜在的な雇用主に対する専門知識を実証するのに役立ちます。また、調達およびサプライチェーンの分野内でのキャリアの進歩のための経路を提供することもできます。

>> L4M5問題数 <<

## Commercial Negotiation勉強資料、Commercial Negotiation練習問題、Commercial Negotiation最新バージョン、アフタサービス

なぜ我々のCIPSのL4M5ソフトに自信があるかと聞かれたら、まずは我々Tech4Examの豊富な経験があるチームです、次は弊社の商品を利用してCIPSのL4M5試験に合格する多くのお客様です。CIPSのL4M5試験は国際的に認められてあなたはこの認証がほしいですか。弊社のCIPSのL4M5試験のソフトを通して、あなたはリラックスで得られます。

CIPS L4M5認定試験の準備をするために、候補者は、試験に含まれるすべてのトピックをカバーするCIPSトレーニングコースを受講することをお勧めします。候補者は、教科書、オンラインリソース、練習試験などのCIPS学習資料を使用して、準備を支援することもできます。試験に合格すると、候補者の商業交渉における知識とスキルが示され、調達とサプライチェーン管理のキャリアの進歩の機会につながる可能性があります。

### CIPS Commercial Negotiation 認定 L4M5 試験問題 (Q168-Q173):

#### 質問 # 168

Which of the following can help both parties to break the vicious cycle of blame when a relationship needs repairing? Select TWO that apply.

- A. Conflict management skills
- B. Emotional-based assessment
- C. Focusing on positions
- D. Both parties understand each other's goals
- E. Constant shadowing and oversights

正解: A、D

解説:

In order to break vicious cycle of blame, procurement will need to use their negotiation and conflict management skills, adopting a collaborative and integrative approach. Your first action should be to establish the facts that led to the situation where the relationship broke down. Most day-to-day relationship between buying organisations and suppliers do not of course involve procurement staff, so you will need to consult with your business partners internally to establish their point of view of where the issue and sources of conflict are. You should also contact the supplier and get their side of the story - this is particularly to when you have previously identified the supplier as critical or otherwise important to your operations. Ideally you will be able to apply principled negotiation here, separating the people from the issue, focusing on interests and not positions, and then looking for options of mutual benefits.

#### 質問 # 169

AB Manufacturing seeks to buy a new materials resource planning (MRP) software system. At the 'defining the business need' stage of the procurement cycle, the procurement manager ensured that all the internal stakeholders involved had the power to contribute and sign off on requirements. For the MRP system, the procurement manager consulted the head of production planning of AB Manufacturing. The head of production contributed to demand levels, existing manufacturing planning, and existing staff levels. What type of power does the head of production demonstrate?

- A. Legitimate
- B. Referent
- C. Expert
- D. Reward

正解: C

#### 質問 # 170

XYZ Ltd is importing goods from overseas. They prefer to pay their supplier in their own currency. Which of the following is a true statement?


- A. XYZ is able to pay less if their currency depreciates
- B. XYZ has an advantage in negotiating discounts if their currency appreciates
- C. Supplier will receive less if XYZ's currency appreciates
- D. XYZ has to pay more if their currency depreciates

正解: B

解説:

The effect of a change of relative exchange rates will be determined by which currency you pay your supplier in.  
Table Description automatically generated

Currency you pay supplier	Change	Likely impact
Yours	Your currency appreciates	Supplier gets more: when converted to their currency they make more profit - buyer is in a strong position to negotiate discounts.
Yours	Your currency depreciates	Supplier gets less: when converted to their currency they make less profit - buyer is in a weak position to negotiate discounts.
Theirs	Your currency appreciates	Supplier's product becomes cheaper for you to buy, as you pay in their currency which has weakened. You may underspend budget or choose to buy more.
Theirs	Your currency depreciates	Supplier's product becomes more expensive for you to buy, as you pay in their currency which has strengthened. You may overspend budget or need to buy less.

 **Note: 'Theirs' can also refer to third-party trading currency if used, e.g., US\$.**

質問 # 171

Which of the following types of questions are likely to be the most effective to check facts in negotiations?

- A. Leading
- **B. Closed**
- C. Open
- D. Hypothetical

正解: B

解説:

Closed questions are useful for verifying facts, as they prompt specific, concise responses. These questions allow the negotiator to confirm details without ambiguity, which is crucial for clarity in negotiation settings, as highlighted in CIPS's guidelines on questioning techniques.

質問 # 172

Which of the following is definition of elasticity of demand in microeconomics?

- **A. The percentage change in the quantity demanded of a good divided by the percentage change in the price of that good**
- B. The percentage change in the quantity demanded divided by the percentage change in income
- C. The percentage change in price of a good divided by the percentage change in the quantity demanded of that good.
- D. The percentage change in income divided by the percentage change in the quantity demanded

正解: A

解説:

Elasticity refers to the responsiveness of quantity demanded or quantity supplied to a change in price or another factor:

The price of a product can be described as being elastic if a small change in price leads to a big change in demand.

The price of a product can be described as being inelastic if a big change in price leads to a small change in demand.

The formulae of elasticity of demand is known as the following:

Text Description automatically generated with low confidence

$$E_D^P = \left| \frac{\% \Delta Q}{\% \Delta P} \right| = \left| \frac{\Delta Q}{\Delta P} \times \frac{P}{Q} \right|$$

質問 # 173

.....

L4M5資格模擬: <https://www.tech4exam.com/L4M5-pass-shiken.html>

- L4M5学習教材 □ L4M5全真問題集 □ L4M5日本語講座 □ ⇒ [www.passtest.jp](http://www.passtest.jp) ⇐で使える無料オンライン版【L4M5】の試験問題L4M5資格準備
- 有難いL4M5問題数 - 合格スムーズL4M5資格模擬 | 最高のL4M5試験情報 □▷ [www.goshiken.com](http://www.goshiken.com) ◁から▶▶ L4M5 □を検索して、試験資料を無料でダウンロードしてくださいL4M5日本語復習赤本
- L4M5試験概要 □ L4M5全真問題集 □ L4M5 PDF問題サンプル ♥ □ URL [ [www.jpexam.com](http://www.jpexam.com) ]をコピーして開き、▶ L4M5 □を検索して無料でダウンロードしてくださいL4M5日本語版受験参考書
- L4M5日本語版参考資料 □ L4M5 PDF問題サンプル □ L4M5合格率 □ 今すぐ □ [www.goshiken.com](http://www.goshiken.com) □で▶▶ L4M5 □を検索して、無料でダウンロードしてくださいL4M5日本語復習赤本
- L4M5試験概要 ♣ L4M5対応資料 □ L4M5日本語版受験参考書 □ ( [www.it-passports.com](http://www.it-passports.com) ) サイトで「

L4M5」の最新問題が使えるL4M5合格率

- L4M5日本語問題集 □ L4M5関連日本語版問題集 □ L4M5テスト参考書 □ 検索するだけで➡  
[www.goshiken.com](http://www.goshiken.com) □ から「L4M5」を無料でダウンロードL4M5資格準備
- 認定するL4M5問題数 - 合格スムーズL4M5資格模擬 | 100%合格率のL4M5試験情報 □ 今すぐ「  
[www.goshiken.com](http://www.goshiken.com)」を開き、□ L4M5 □ を検索して無料でダウンロードしてくださいL4M5日本語復習赤本
- L4M5問題数 - 優秀な 資格模擬 確実にCIPS Commercial Negotiationをクリアするのに役立ちます □ 今すぐ  
➡ [www.goshiken.com](http://www.goshiken.com) □ □ □ で □ L4M5 □ を検索し、無料でダウンロードしてくださいL4M5問題数
- L4M5 Commercial Negotiation トレーニング資料、L4M5練習テスト ⇄ □ [www.xhs1991.com](http://www.xhs1991.com) □ サイトにて最新  
□ L4M5 □ 問題集をダウンロードL4M5全真問題集
- L4M5資格難易度 □ L4M5ダウンロード □ L4M5基礎問題集 □ 《 [www.goshiken.com](http://www.goshiken.com) 》で【 L4M5 】を検  
索し、無料でダウンロードしてくださいL4M5資格準備
- L4M5全真問題集 □ L4M5 PDF問題サンプル □ L4M5合格率 □ 【 [www.xhs1991.com](http://www.xhs1991.com) 】に移動し、▶  
L4M5 ◀ を検索して、無料でダウンロード可能な試験資料を探しますL4M5テスト参考書
- [cyrusefnc908439.wikienlightenment.com](http://cyrusefnc908439.wikienlightenment.com), [sachintjdl053846.fare-blog.com](http://sachintjdl053846.fare-blog.com), [fraserqfua654088.webbuzzfeed.com](http://fraserqfua654088.webbuzzfeed.com),  
[aadamakyt888889.daneblogger.com](http://aadamakyt888889.daneblogger.com), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [sites2000.com](http://sites2000.com),  
[montyoqhq578089.shoutmyblog.com](http://montyoqhq578089.shoutmyblog.com), [henrixzgq413257.blogdanica.com](http://henrixzgq413257.blogdanica.com), [singnalsocial.com](http://singnalsocial.com), Disposable vapes

P.S. Tech4ExamがGoogle Driveで共有している無料かつ新しいL4M5ダンプ：<https://drive.google.com/open?id=1XdAkOR7b-FOUn5MGcryO2uS42h3p9jkA>