

# Commercial Negotiation Free Valid Torrent & L4M5 Actual Practice Pdf & Commercial Negotiation Exam Training Pdf



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CIPS L4M5 (Commercial Negotiation) exam is one of the most important exams for procurement and supply chain professionals who want to develop their negotiation skills. L4M5 exam is designed to help professionals gain a comprehensive understanding of the principles and practices involved in commercial negotiation. It covers a wide range of topics that include the negotiation process, strategies, and tactics, as well as the legal and ethical issues involved in negotiation.

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## CIPS Commercial Negotiation Sample Questions (Q210-Q215):

### NEW QUESTION # 210

A procurement manager has decided to bring in a junior member of their team to a negotiation meeting. Which of the following would be suitable roles for this junior member of the team?

- \* Note taker
  - \* Expert
  - \* Observer
  - \* Chair
- 
- A. 3 and 4
  - B. 1 and 2
  - C. 2 and 3
  - D. 1 and 5

**Answer: D**

Explanation:

Junior team members can play supportive roles in negotiations, such as taking notes and observing the proceedings. These roles allow them to learn and contribute without leading the negotiation. Serving as an expert or chair would typically require more experience and authority.

Reference: L4M5 Commercial Negotiation 2nd edition (CORE), Section 3.1 - Planning and Preparation for Negotiation

### NEW QUESTION # 211

Active listening in negotiation includes which of the following activities?

1. Hearing
  2. Interpreting
  3. Rapport
  4. Influence
- 
- A. 3 and 4 only
  - B. 2 and 3 only
  - C. 1 and 3 only
  - D. 1 and 2 only

**Answer: D**

Explanation:

Explanation

Listening is a hugely important skill in the world of work. It's a key part of effective communication [...].

Regarding active listening, there is a model called 'The SIER Hierarchy of Active Listening'. It details four key stages required for effective listening. As with all models associated with active listening, its purpose is to help the listener be a better, more effective listener who really hears what is being said, connects with the individual with whom they are communicating and builds effective relationships.

The model is a hierarchical model meaning that each stage builds on the stage before it. While the model is sometimes used for training in the sales arena, it is helpful in all walks of life. The stages of the model are:

Sensing (including hearing and watching body language), Interpreting, Evaluating and Responding.

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### NEW QUESTION # 212

Which of the following are most likely to be sources of conflict that can emerge from the process of commercial negotiations? Select TWO that apply.

- A. Differences in culture
- B. Line of the best fits

- C. Types of purchase
- D. Standard terms and conditions
- E. Differences in conflict management style

**Answer: A,E**

Explanation:

There are multiple sources of divergent positions that can arise in situations where money is exchanged for goods and services. There are 2 different types of sources. Those that arise from the content or subject matter of the negotiation (what is being negotiated) and those that arise from the process of negotiation (how it is being negotiated).

Sources of divergent positions - the process of negotiation:

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Line of best fit is the line that goes approximately through the middle of the data points with an equal number of data points above and below it. Line of best fit is a method of calculating medium value in statistics.

Standard terms and conditions are basic terms and conditions of business governing transactions that do not have a definitive contract, usually designed to be included in form documents such as orders. While there may be conflicts regarding standard terms and conditions, they are about the content of negotiation, not the process.

Type of purchase: when buying organisation makes a decision to purchase an item, a buyer is faced with three possible scenarios. The item to be bought could be a straight re-buy, a modified re-buy or a new purchase. Decision on type of purchase is purely an internal decision.

### NEW QUESTION # 213

In a detailed cost breakdown, a company has a salary cost of 9%, raw materials cost 51% and overheads cost 24%. Which of the following represents the mark-up of that company?

- A. Approximately 16%
- B. Approximately 19%
- C. Approximately 116%
- D. Approximately 84%

**Answer: B**

Explanation:

Explanation

Mark-up is the amount added to the cost of an item to get to its selling price and is expressed as a percentage.

Mark-up(%) = (Price - Cost) / Cost x 100

= (100 - 9 - 51 - 24) / (9 + 51 + 24) x 100 = 16 / 84 x 100 = 19.04%

LO 2, AC 2.1

### NEW QUESTION # 214

Champion Toys (CT) is negotiating a large order of luxury toys with its supplier, Top Teds. CT has identified that lead times, order quantities, and delivery locations are tradeables that could be used in this negotiation. At which negotiation stage should CT introduce these tradeables?

- A. Closure
- B. Proposing
- C. Opening
- D. Bargaining

**Answer: D**

Explanation:

Bargaining is the negotiation stage where tradeables are typically introduced and discussed. During this phase, both parties exchange offers and concessions, using tradeables such as lead times and order quantities to find a mutually acceptable agreement. This aligns with CIPS's guidance on the stages of negotiation.

### NEW QUESTION # 215

The L4M5 practice test is supported by all major browsers such as Chrome, IE, Firefox, Safari, and Opera. This Commercial Negotiation (L4M5) practice test consists of real Commercial Negotiation (L4M5) exam questions and thousands of customers have successfully cleared the L4M5 Exam with confidence. The Commercial Negotiation (L4M5) practice exam is customizable and allows you to track your progress. This feature enables you to identify and correct mistakes before attempting the final Commercial Negotiation (L4M5) exam.

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