

# L5M15 Trustworthy Dumps & L5M15 Valid Exam Prep



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## CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>

Topic 2	<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 3	<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>

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## CIPS Advanced Negotiation Sample Questions (Q69-Q74):

### NEW QUESTION # 69

Which stage of team development is typically characterised by frustration and conflict?

- A. Adjourning
- B. Forming
- **C. Storming**
- D. Norming

**Answer: C**

Explanation:

In Tuckman's model, storming follows forming and features challenge, tension, and testing of roles. Effective leadership and clarity of purpose help teams move into norming and performing.

Reference: CIPS L5M15 - Teams in negotiation: Tuckman stages.

### NEW QUESTION # 70

The win-lose approach to negotiation is also sometimes known as what?

- **A. Distributive bargaining**
- B. Positional negotiation
- C. Gamesmanship
- D. Brinkmanship

**Answer: A**

Explanation:

Distributive bargaining treats the deal as a fixed pie: what one party gains, the other loses. It typically uses competitive tactics aimed at claiming value rather than creating it and is closely associated with win-lose outcomes.

### NEW QUESTION # 71

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

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

**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 # 72

The quality of being honest and having strong moral principles is known as what?

- A. Transparent
- B. Direct
- C. Truthful
- D. Integrity

**Answer: D**

Explanation:

Integrity refers to ethical consistency-acting honestly, fairly, and in accordance with moral principles, even under pressure. It underpins trust and credibility in procurement and negotiation.

Reference:CIPS L5M15 -Ethics and Professional Standards (Integrity).

### NEW QUESTION # 73

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

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

**Answer: B**

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 # 74

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