

## New L4M5 Test Labs, L4M5 Valid Braindumps Sheet

Topic	Competency Statement
Topic 6	<ul style="list-style-type: none"> <li>Understand key approaches in the negotiation of commercial agreements with external organisations</li> <li>Supports of conflict that can arise in the world of procurement and supply</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>Team management and the influence of stakeholders in negotiations</li> <li>Definition of commercial negotiation</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>Market outcomes and 21 influence on commercial negotiations</li> </ul>
Topic 9	<ul style="list-style-type: none"> <li>Construct the economic forces that impact on commercial negotiations</li> </ul>
Topic 10	<ul style="list-style-type: none"> <li>Setting objectives and defining the variables for a commercial negotiation</li> <li>Use of templates, teleconferencing or web-based meeting</li> </ul>
Topic 11	<ul style="list-style-type: none"> <li>Setting targets and setting a best alternative to a negotiated agreement (BATNA)</li> <li>Collaborative with integrative approaches to negotiations</li> </ul>

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**CIPS Commercial Negotiation Sample Questions (Q84-Q89):**

NEW QUESTION # 34

Which of the following is it unlikely to be a reason why a supplier charges its customer higher price after it has reached the break even point?

- A. The supplier may have reached economy of scale
- B. Supplier may want to encourage buyer's demand
- C. Supplier might need to open new facilities to meet increasing customer's demand
- D. Supplier may have high fixed cost / variable cost ratio

Answer: C

**Explanation:**

**Explanation:**  
Supplier may want to encourage buyer's demand: the buyer tends to prefer lower price. If supplier wants to encourage its customers to buy more, it needs to offer discount at bulk amount. So this option is not acceptable.

<sup>3</sup>Supplier may have high fixed cost, variable cost ratio. Supplier with high fixed cost needs high volume to break even, but once achieved, it may be able to offer significant discounts for bulk orders.

Supplier may have reached economy of scale when economy of scale is reached, cost per unit will be minimal which often leads to more favorable price.

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## CIPS Commercial Negotiation Sample Questions (Q250-Q255):

### NEW QUESTION # 250

Which of the following are indicative behaviours of a distributive approach to negotiating?

- A. 1 and 4 only (Maintaining openness and Attempting to cast doubt)
- B. 1 and 3 only (Maintaining openness and Seeking understanding)
- C. 2 and 3 only (Establishing power and Seeking understanding)
- **D. 2 and 4 only (Establishing power and Attempting to cast doubt)**

**Answer: D**

### NEW QUESTION # 251

Which characteristics are likely to feature within an integrative negotiation?

- \* Maximising the other party's outcome to enhance relationships
- \* Maximising joint outcomes
- \* Short-term focus
- \* Pursuit of goals held jointly with the other party

- A. 1 and 2 only
- B. 1 and 3 only
- **C. 2 and 4 only**
- D. 3 and 4 only

**Answer: C**

Explanation:

Integrative negotiation emphasises maximising joint outcomes and pursuing shared goals, moving beyond narrow self-interest. Unlike distributive negotiations, it does not focus on short-term wins or zero-sum positions. Instead, integrative strategies build sustainable value and strengthen partnerships. Maximising the other party's outcome alone is more accommodative than integrative. Therefore, true integrative practice balances both parties' interests for long-term gain.

Reference: CIPS L4M5 (2nd ed.), LO 1.1 - Features of integrative negotiation.

### NEW QUESTION # 252

Procurement gets involved in negotiating purchase requisitions only when there is a value analysis to ensure that only value-adding aspects are included. Is this statement true?

- A. Yes, the role of purchasing is to add value to the purchase, and therefore every purchase requisition must go through a team value analysis
- **B. No, purchasing can negotiate other details of the purchase requisition even where value analysis is absent**
- C. No, value analysis is a very technical process that requires the expertise of engineering and financial analysts
- D. Yes, value analysis is the single most important responsibility of procurement in the processing of repeat requisitions

**Answer: B**

Explanation:

Procurement can negotiate various aspects of a purchase requisition even without a formal value analysis.

While value analysis can enhance cost-effectiveness, procurement professionals often negotiate on pricing, terms, and conditions to add value independently of value analysis, as per CIPS's guidelines on procurement flexibility in negotiations.

### NEW QUESTION # 253

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

- A. Hypothetical

- B. Closed
- C. Leading
- D. Open

**Answer: B**

#### NEW QUESTION # 254

The only procurement risk inherent in a distributive negotiation approach is the potential loss in the outcome. Is this statement TRUE?

- A. No, there is a chance of reaching an impasse among other outcomes to such negotiations
- B. No, both negotiating parties are always committed to ensuring that gains are distributed equally between them
- C. Yes, and that is why procurement must seek to engage with suppliers that have less bargaining power
- D. Yes, because in any commercial negotiation there is always a winner and a loser

**Answer: A**

Explanation:

Distributive negotiation carries several risks beyond just losing out on value. These include damaging supplier relationships, eroding trust, and reaching an impasse, where neither party can agree. This could result in delayed projects, increased costs, or supplier withdrawal.

"Distributive negotiation can lead to a breakdown in communication, impasses, and long-term relationship damage. The win-lose mindset can prevent collaborative problem-solving." (L4M5 Commercial Negotiation, 2nd edition, Section 3.5 - Risks of Distributive Approaches)

#### NEW QUESTION # 255

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