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## Pass Guaranteed 2026 L5M15: Valid Valid Advanced Negotiation Mock Test

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## CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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>

## CIPS Advanced Negotiation Sample Questions (Q30-Q35):

### NEW QUESTION # 30

Peter is negotiating with a supplier and is not concerned about the outcome because he has a strong alternative. The line of legitimacy has been crossed and it is acceptable in his company that he wins "at any cost." He is willing to push the negotiation to extremes to achieve the desired result. Which of the following best describes Peter's tactic?

- A. Gamesmanship
- B. Distributive bargaining
- C. Brinkmanship
- D. Ploys

**Answer: C**

Explanation:

Brinkmanship is the tactic of deliberately pushing a negotiation toward the "brink," using extreme pressure and risk tolerance in pursuit of a decisive concession or outcome. A powerful BATNA can embolden this approach, though it heightens relational and reputational risk.

Reference:CIPS Level 5, L5M15 - Topic: Negotiation Tactics and Power (Brinkmanship).

### NEW QUESTION # 31

The "Pinocchio Effect" looks at which characteristic during a negotiation?

- A. Childishness
- B. Stability
- C. Honesty
- D. Ploys and tactics

**Answer: C**

Explanation:

The "Pinocchio Effect" refers to identifying deception cues during negotiation-named after the fictional character whose nose grew when he lied. It explores body language and behavioural indicators of dishonesty.

Reference:CIPS L5M15 -Non-Verbal Communication and Truthfulness in Negotiation.

**NEW QUESTION # 32**

In which part of the relationship cycle is a supplier likely to be least motivated?

- A. Mid-term contract
- B. Negotiation
- C. Handover from previous supplier
- D. Signing the contract

**Answer: A**

Explanation:

Supplier motivation typically declines mid-contract, once initial enthusiasm fades and before renewal discussions begin. Motivation peaks during negotiation, contract signing, and early delivery when relationships are still being established.

Reference:CIPS L5M15 -Supplier Relationship Lifecycle and Motivation (Domain 1.3).

**NEW QUESTION # 33**

Jonathan is a procurement manager who has been asked to gather primary data for an upcoming negotiation. He sends out a survey. Was this correct?

- A. No - the survey will produce secondary data.
- B. No - surveys do not provide suitable information.
- C. Yes - the survey will ensure Jonathan wins the negotiation.
- D. Yes - the survey will provide primary data.

**Answer: D**

Explanation:

Primary data is original information gathered firsthand for a specific purpose-such as surveys, interviews, or focus groups. By contrast, secondary data comes from existing sources. A survey, therefore, is an appropriate primary data-gathering tool.

Reference:CIPS L5M15 -Intelligence Gathering for Negotiation (Domain 1.1).

**NEW QUESTION # 34**

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

**Answer: A,C**

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 # 35**

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