

2026 Useful L5M15 Braindumps Pdf | 100% Free Advanced Negotiation Mock Test



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CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> 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.
Topic 2	<ul style="list-style-type: none"> 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.
Topic 3	<ul style="list-style-type: none"> 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.

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CIPS Advanced Negotiation Sample Questions (Q23-Q28):

NEW QUESTION # 23

In an exploitative authoritative form of management, which of the following is true?

- A. Responsibility is shared throughout the hierarchy.
- B. Motivation is based on rewards and communication is limited.
- C. Motivation is based on threats and decisions are imposed on subordinates.
- D. Leadership involves trust and teamwork.

Answer: C

Explanation:

Under exploitative authoritative management (Rensis Likert model), leaders rely on fear and punishment to control subordinates.

Communication is top-down and trust is minimal-contrasting with participative or consultative styles.

Reference: CIPS L5M15 -Leadership Models and Motivation (Domain 3.2).

NEW QUESTION # 24

What is the primary purpose of a negotiation?

- A. To beat the other team.
- B. To get a better price.
- C. To win.
- D. To reach an agreement.

Answer: D

Explanation:

Negotiation is defined by CIPS as a structured process between two or more parties aiming to reach a mutually acceptable agreement. While improving value or terms is often a goal, the essence of negotiation is achieving agreement, not victory over the other side.

Reference: CIPS L5M15 -Definition and Purpose of Negotiation (Introduction, p.2).

NEW QUESTION # 25

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 walks away, and Party B offers a concession to continue talks.
- D. Party A offers a larger delivery, and Party B agrees to pay 50% upfront while Party A waives the delivery charge.

Answer: B,D

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 # 26

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

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

Answer: B

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 # 27

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

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

Answer: C

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 # 28

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