

Quiz CIPS - L5M15 - Latest Advanced Negotiation Reliable Practice Questions



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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 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.
Topic 3	<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.

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CIPS Advanced Negotiation Sample Questions (Q18-Q23):

NEW QUESTION # 18

Using praise or flattery in a negotiation is the use of which of the following tactics?

- A. Collaboration
- **B. Ingratiation**
- C. Exchange
- D. Personal appeal

Answer: B

Explanation:

Ingratiation involves using flattery, praise, or friendliness to increase likability and influence. It's a soft tactic often used to build rapport and reduce resistance before discussing substantive issues.

Reference:CIPS L5M15 -Soft Tactics and Relationship Building (Domain 3.1).

NEW QUESTION # 19

What is meant by the Power Approach to negotiation?

- A. Agreements are made on mutual interest
- **B. More relative power means the negotiator can be proactive rather than reactive**
- C. Inequality of power is a barrier to close relationships
- D. Relationships based on power should be discouraged

Answer: B

Explanation:

Following Andrew Cox, relative power strongly shapes sourcing outcomes; greater buyer (or supplier) power enables a more proactive stance in shaping terms and managing the relationship. Power asymmetry does not automatically preclude close relationships.

Reference:CIPS L5M15 - The Power Perspective in Buyer-Supplier Relationships (Domain 2.2).

NEW QUESTION # 20

Mohammed is a Procurement Manager who believes push influencing techniques are the most effective for securing low prices. Is this correct?

- A. No - Mohammed can also use pull techniques, which may help build trust.
- B. No - Mohammed should always use pull techniques instead of push.
- C. Yes - push techniques show power whereas pull techniques show weakness.
- D. Yes - you should always use a push technique when discussing price.

Answer: A

Explanation:

Effective negotiators adapt between push and pull styles depending on context. While push techniques (assertion, logic) can help when cost pressure is key, pull techniques (consulting, inspiring) strengthen relationships and trust - vital for long-term supplier collaboration.

Reference:CIPS L5M15 -Adaptive Influencing Styles in Negotiation (Domain 3.1).

NEW QUESTION # 21

Georgia is entering into a negotiation with a supplier she knows well. Her manager asks that she "frame the agenda" at the beginning of the meeting. What does this mean?

- A. Explain the purpose of the meeting at the beginning.
- B. Use a persuasive style of negotiation.
- C. Shift the focus of the meeting in a certain direction.
- D. State the agenda first and do not deviate from it.

Answer: C

Explanation:

"Framing" means shaping how issues and proposals are perceived and interpreted. In negotiation, framing the agenda involves influencing focus and direction early in the discussion, ensuring that key topics are viewed from a preferred perspective. It helps establish a positive or strategic tone for dialogue.

Reference:CIPS L5M15 -Section: Framing Agendas and Perception Management.

NEW QUESTION # 22

For a high-value or high-risk project, which of the following are key actions in negotiation?Select TWO.

- A. Host the meeting at your premises.
- B. Have a win-lose approach to negotiation.
- C. Prepare thoroughly before the negotiation.
- D. Use a multi-disciplinary team.
- E. Use ploys and tactics.

Answer: C,D

Explanation:

High-risk or high-value negotiations require thorough preparation - understanding goals, alternatives, and stakeholder expectations - and often benefit from a cross-functional team bringing varied expertise. This improves quality of analysis and decision-making.

Reference:CIPS L5M15 -Negotiation Preparation and Planning for Complex Projects.

NEW QUESTION # 23

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