

# L5M15 Learning Materials, L5M15 Certification Exam Dumps



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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>
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## L5M15 Certification Exam Dumps - L5M15 Reliable Test Vce

The Advanced Negotiation (L5M15) practice questions have a close resemblance with the actual Advanced Negotiation (L5M15) exam. Our CIPS L5M15 exam dumps give help to give you an idea about the actual Advanced Negotiation (L5M15) exam. You can attempt multiple Advanced Negotiation (L5M15) exam questions on the software to improve your performance.

### CIPS Advanced Negotiation Sample Questions (Q54-Q59):

#### NEW QUESTION # 54

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. Yes - the survey will ensure Jonathan wins the negotiation.
- B. No - surveys do not provide suitable information.
- C. No - the survey will produce secondary data.
- **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 # 55

Which of the following models would you use for supplier preferencing?

- A. SWOT
- B. Relationship Spectrum
- **C. Kraljic**
- D. Five Forces

**Answer: C**

Explanation:

The Kraljic Matrix is used to assess procurement categories and supplier relationships based on value and risk, helping buyers tailor their negotiation and relationship management strategies. Reference: CIPS L5M15 - Supplier Preferencing & Portfolio Models (Domain 1.2).

#### NEW QUESTION # 56

Haggling and coercive behaviour can lead to a win-win outcome in a negotiation. Is this true?

- A. Yes - this is the most effective way to ensure a win-win outcome.
- B. Yes - both parties achieve their objectives.
- **C. No - a win-win outcome requires both parties to achieve their objectives through a value-creating approach.**

- D. No - haggling and coercive behaviour can only lead to a lose-lose outcome.

**Answer: C**

Explanation:

A true win-win outcome arises when negotiators expand value and align interests so both sides achieve key objectives. Coercion/hard haggling is typically distributive and value-claiming, which risks damaging trust and typically does not create the integrative trades needed for win-win agreements.

Reference: CIPS Level 5, L5M15 - Topic: Win-Win vs Win-Lose; Value Creation vs Value Claiming.

#### NEW QUESTION # 57

Explaining the benefit of an option is a soft tactic often used in negotiations. What is this commonly known as?

- A. Inspirational appeal
- **B. Apprising**
- C. Consultation
- D. Ingratiation

**Answer: B**

Explanation:

"Apprising" means spelling out how a proposal benefits the other party (e.g., efficiencies, cost savings, risk reduction). It's a classic soft, pull-style tactic that aims to increase willingness by linking options to the counterpart's interests.

Reference: CIPS L5M15 - Negotiation tactics: soft/pull tactics (Apprising).

#### NEW QUESTION # 58

What is meant by "marginal gains"?

- **A. Small incremental gains can lead to a larger improvement.**
- B. All improvements are of equal value.
- C. There should be a low margin for error when trying to improve.
- D. A supplier should seek to meet their KPIs but not excel.

**Answer: A**

Explanation:

The "marginal gains" philosophy is that making numerous small, continuous improvements across processes results in significant overall performance enhancement. This principle is often applied to supplier development and continuous improvement programmes.

Reference: CIPS L5M15 - Supplier Performance and Continuous Improvement (Marginal Gains Theory).

#### NEW QUESTION # 59

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