

# 100% Pass 2026 Perfect CIPS L4M5: Latest Commercial Negotiation Test Testking

**100% Pass L4M5 - Newest CIPS Supplier Relationships Latest Exam Testking**

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**CIPS L4M5 Exam Syllabus Topics:**

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• The role between relationships as a provider and the achievement of added value outcomes</li><li>• Understand the dynamics of relationships in supply chains</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• Understand structure and procedures for successful working with stakeholders</li><li>• Identify main stakeholders (supplier for company) supplier</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• Analyse the purpose of organisational (procure) and processes in working goods and services</li><li>• The role between organisations in supply networks</li></ul>
Topic 4	<ul style="list-style-type: none"><li>• Strategies to identify supply, support and purchase prioritising</li><li>• Supplier identification, assessment and selection</li></ul>
Topic 5	<ul style="list-style-type: none"><li>• Compare the practical consequences of transaction management</li><li>• Compare the sources of added value that can be achieved through supply chain practices</li></ul>

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CIPS L4M5 Exam is suitable for individuals who are involved in procurement, supply chain management, sales, marketing, and any other commercial roles that require negotiation skills. L4M5 exam is particularly beneficial for those who are looking to enhance their negotiation skills and improve their ability to achieve successful outcomes in commercial negotiations. The CIPS L4M5 Exam is designed to help individuals develop a thorough understanding of the negotiation process, and it provides them with the tools and techniques needed to negotiate effectively in a wide range of commercial settings. Overall, the CIPS L4M5 Exam is an essential qualification for anyone who is interested in advancing their career in procurement, supply chain management, sales, or marketing.

CIPS L4M5 (Commercial Negotiation) Exam is an essential qualification for procurement professionals looking to improve their negotiation skills. L4M5 exam is designed to provide an in-depth understanding of the negotiating process and help professionals to develop effective techniques for achieving successful outcomes. The CIPS L4M5 Exam covers a wide range of topics, including the

principles of negotiation, the psychology of negotiations, and the specific challenges faced during commercial negotiations.

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## New L4M5 Test Vce Free & Real L4M5 Exam Answers

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### CIPS Commercial Negotiation Sample Questions (Q257-Q262):

#### NEW QUESTION # 257

A purchasing organisation is discussing its approach to an upcoming negotiation with a key supplier over a contract for critical new services. They have decided they want to find a Win/Win (integrative) solution.

Which TWO of the following would be appropriate in this scenario?

- A. Transfer of risk
- B. Persuasion
- C. Coercion
- D. Collaboration
- E. Problem solving

**Answer: D,E**

Explanation:

In a Win/Win or integrative negotiation approach, the goal is to achieve mutual benefit, which is characterized by a collaborative environment. According to CIPS principles on integrative negotiation:

Collaboration (A): Actively working together enables both parties to find solutions that maximize joint gains and address the needs of both sides.

Problem solving (B): Focusing on problem-solving allows both parties to address the issues at hand rather than competing over positions, facilitating a solution that satisfies both parties' needs.

By emphasizing collaboration and problem-solving, the organization increases the likelihood of a successful, sustainable agreement that respects both parties' interests.

#### NEW QUESTION # 258

Which of the following is considered a strength of a 'logical' style negotiator?

- A. Interrelate issues easily and make quick decisions
- B. Friendly and accessible
- C. Assertive
- D. Methodical

**Answer: D**

Explanation:

:

A useful and simple shorthand for preferred negotiation styles is summarised by four simple descriptor:

'warm', 'tough', 'logical' and 'dealer', which can be applied to describe individuals' dominant preferred style in most circumstances.

Warm - a people person

Tough - a hard-nosed negotiator

Logic - a numbers person

Dealer - a trader who loves bargaining

Strengths, weaknesses of logical style are described below:

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### NEW QUESTION # 259

Which of the following is definition of elasticity of demand in microeconomics?

- A. The percentage change in the quantity demanded of a good divided by the percentage change in the price of that good
- B. The percentage change in price of a good divided by the percentage change in the quantity demanded of that good.
- C. The percentage change in income divided by the percentage change in the quantity demanded
- D. The percentage change in the quantity demanded divided by the percentage change in income

**Answer: A**

Explanation:

Elasticity refers to the responsiveness of quantity demanded or quantity supplied to a change in price or another factor:

The price of a product can be described as being elastic if a small change in price leads to a big change in demand.

The price of a product can be described as being inelastic if a big change in price leads to a small change in demand.

The formulae of elasticity of demand is known as the following:

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### NEW QUESTION # 260

Which of the following are most likely to be macro factors that may influence the balance of power in commercial negotiation? Select THREE that apply.

- A. Economic growth rates
- B. Intensity of competition in a industry
- C. Sustainability of natural resources
- D. Disruptive technologies
- E. Number of substitute products or services
- F. Purchasing spend volume

**Answer: A,C,D**

Explanation:

All one-to-one commercial negotiations between a specific purchaser and a specific supplier take place within an industrial market and a larger business environment characterised by multiple forces which both parties typically have little control over. STEEPLE framework highlights the 6 main external influences on a business:

LO 1, AC 1.3

### NEW QUESTION # 261

Which of the following is an example of non-verbal communication?

- A. 1 and 3 only (Interview and Eye contact)
- B. 3 and 4 only (Eye contact and Body language)
- C. 2 and 4 only (Word-of-mouth communication and Body language)
- D. 2 and 3 only (Word-of-mouth communication and Eye contact)

**Answer: B**

### NEW QUESTION # 262

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