

# CIPS L5M15 Practice Exam (Desktop & Web-Based)



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### **CIPS Advanced Negotiation Sample Questions (Q65-Q70):**

#### **NEW QUESTION # 65**

When you have awareness of a skill but are not yet proficient, which stage of competence applies?

- A. Conscious incompetence
- B. Unconscious incompetence

- C. Unconscious competence
- D. Conscious competence

**Answer: A**

Explanation:

Conscious incompetence means recognising a skill gap—you understand what's required but haven't yet mastered it. It's the second stage in the four-stage competence model: (1) Unconscious incompetence # (2) Conscious incompetence # (3) Conscious competence # (4) Unconscious competence.

Reference:CIPS L5M15 -Learning & Skills Development in Negotiation (Domain 3.2).

#### **NEW QUESTION # 66**

Clear negotiation objectives can be taken from a Business Needs Analysis. Which of the following areas would be included within a Business Needs Analysis?Select THREE

- A. Budget
- B. Timescales
- C. Location
- D. Staff
- E. Quality

**Answer: A,B,E**

Explanation:

A Business Needs Analysis (BNA) identifies what the organisation requires from a contract or supplier before negotiation. Typical key criteria include budget (cost constraints), timescales (delivery or project duration), and quality (performance expectations). These factors form measurable negotiation objectives and KPIs.

Reference:CIPS L5M15 -Section: Business Needs Analysis in Negotiation Preparation (Domain 1.1).

#### **NEW QUESTION # 67**

Which of the following are incentives to increase supplier performance?Select TWO

- A. Bonus payments
- B. Gain share
- C. Service credits
- D. Pain share

**Answer: A,B**

Explanation:

Gain share and bonus payments are positive incentives that encourage suppliers to perform beyond baseline requirements. Gain share rewards suppliers for creating mutual cost savings or innovation benefits, while bonus payments recognise exceeding service or delivery targets.

In contrast, pain share and service credits are deterrents for underperformance, not motivators.

Reference:CIPS L5M15 -Supplier Performance Incentives and Contractual Mechanisms (Domain 1.3).

#### **NEW QUESTION # 68**

Robert and Debbie want to formalise a business relationship and share resources to deliver a high-risk, high-value project. What type of relationship should they seek?

- A. Strategic alliance
- B. Preferred supplier
- C. Arm's-length relationship
- D. Strategic partnership

**Answer: D**

Explanation:

A strategic partnership is a formal, high-involvement relationship with shared resources and joint governance-appropriate where risk/value is high and close collaboration is essential. Strategic alliances can be looser and not always resource-sharing. Reference:CIPS L5M15 - Relationship types and suitability (high risk/high value).

### NEW QUESTION # 69

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 - the survey will produce secondary data.
- **C. Yes - the survey will provide primary data.**
- D. No - surveys do not provide suitable information.

**Answer: C**

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 # 70

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