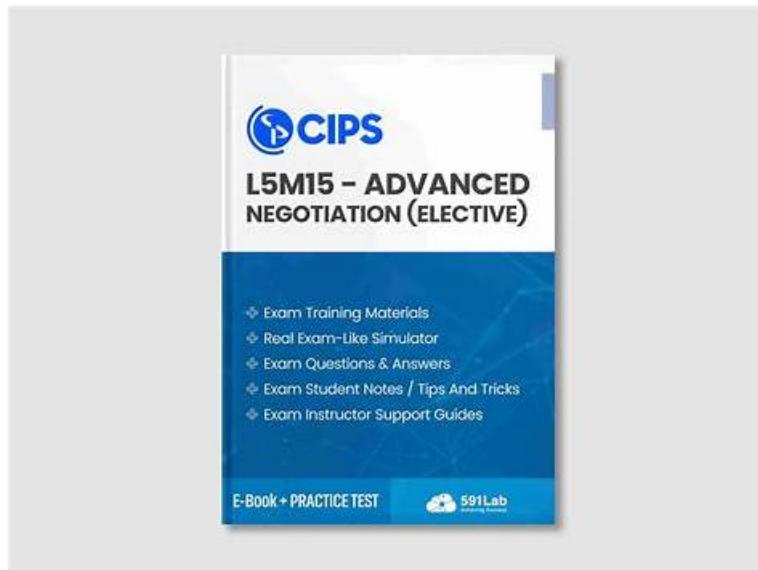


Quiz Pass-Sure L5M15 - New Advanced Negotiation Practice Questions



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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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>> **New L5M15 Practice Questions <<**

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CIPS Advanced Negotiation Sample Questions (Q64-Q69):

NEW QUESTION # 64

In which circumstances may a buyer suggest that a negotiation meeting be held at the supplier's premises?

- A. To ensure negotiations run smoothly
- B. To ensure the supplier has the advantage
- C. To ensure the buyer has the advantage
- D. To allow the buyer to find out more about the supplier**

Answer: D

Explanation:

Holding a meeting at the supplier's site allows the buyer to gain insights into the supplier's capacity, infrastructure, culture, and quality systems. This firsthand observation strengthens understanding and informs negotiation strategy.

Reference:CIPS L5M15 -Negotiation Preparation and Venue Selection (Domain 1.1).

NEW QUESTION # 65

When may the outcome of a negotiation be described as win: perceived win?

- A. When one of the parties is less experienced
- B. When using positional bargaining
- C. When negotiations are rushed
- D. When there is a power imbalance between the two parties**

Answer: D

Explanation:

A win: perceived win occurs where a powerful party wins substantive outcomes while the weaker party believes it has also "won," often due to power asymmetry and framing.

Reference:CIPS L5M15 - Power, Perception and Outcome Typologies (Domain 2.2).

NEW QUESTION # 66

The negotiation tactic in which a person enters with preconceived ideas and attacks the opposition rather than working toward a wise agreement is known as:

- A. Win-win
- B. Principled
- **C. Positional**
- D. Lose-lose

Answer: C

Explanation:

Positional bargaining starts from fixed stances and tends toward adversarial exchanges and concession trading, often impeding creative, interest-based outcomes.

Reference:CIPS L5M15 - Approaches to Negotiation: Positional vs Principled (Domain 2.2).

NEW QUESTION # 67

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. Yes - the survey will provide primary data.**
- D. No - the survey will produce secondary data.

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 # 68

Holding a meeting is the best way to communicate outcomes of negotiation with key players/stakeholders. Is this correct?

- A. No - you should not over-communicate with key players.
- **B. Yes - this is a good way to engage their active support.**
- C. Yes - key players need to receive regular communication.
- D. No - key players have a lot of power and won't have time for meetings.

Answer: B

Explanation:

Key players in Mendelow's Stakeholder Matrix (high power, high interest) must be actively engaged and involved in important decisions. Meetings are an effective way to build commitment, gain input, and secure their ongoing support.

Reference:CIPS L5M15 -Stakeholder Mapping and Communication Methods (Domain 1.3).

NEW QUESTION # 69

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All contents are being explicit to make you have explicit understanding of this exam. Some people slide over ticklish question habitually, but the experts help you get clear about them and no more hiding anymore. Their contribution is praised for their purview is unlimited. None cryptic contents in L5M15 practice materials you may encounter.

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