

Advanced Negotiation Updated Study Material & L5M15 Online Test Simulator & Advanced Negotiation Valid Exam Answers



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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 (Q15-Q20):

NEW QUESTION # 15

Which stage of team development is typically characterised by frustration and conflict?

- A. Storming
- B. Adjourning
- C. Forming
- D. Norming

Answer: A

Explanation:

In Tuckman's model, storming follows forming and features challenge, tension, and testing of roles. Effective leadership and clarity of purpose help teams move into norming and performing.

Reference:CIPS L5M15 - Teams in negotiation: Tuckman stages.

NEW QUESTION # 16

Different negotiation outcomes are required in different circumstances. In a "Yellow" circumstance (high risk, high value), which of the following is the best approach?

- A. Collaborative style
- B. Quick-thinking, assertive behaviour
- C. Methodical, well-organised
- D. Cautious, well-planned

Answer: A

Explanation:

High-risk/high-value scenarios (often coded "yellow" in CIPS frameworks) require a collaborative approach- building joint trust, sharing information, and developing win-win outcomes to manage complexity and mutual dependency.

Reference:CIPS L5M15 - Negotiation Contexts and Relationship Spectrum

NEW QUESTION # 17

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

- A. Unconscious incompetence

- B. Conscious competence
- **C. Conscious incompetence**
- D. Unconscious competence

Answer: C

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 # 18

What is the primary purpose of a negotiation?

- A. To get a better price.
- **B. To reach an agreement.**
- C. To beat the other team.
- D. To win.

Answer: B

Explanation:

Negotiation is defined by CIPS as a structured process between two or more parties aiming to reach a mutually acceptable agreement. While improving value or terms is often a goal, the essence of negotiation is achieving agreement, not victory over the other side.

Reference:CIPS L5M15 -Definition and Purpose of Negotiation (Introduction, p.2).

NEW QUESTION # 19

The "Pinocchio Effect" looks at which characteristic during a negotiation?

- A. Childishness
- **B. Honesty**
- C. Ploys and tactics
- D. Stability

Answer: B

Explanation:

The "Pinocchio Effect" refers to identifying deception cues during negotiation—named after the fictional character whose nose grew when he lied. It explores body language and behavioural indicators of dishonesty.

Reference:CIPS L5M15 -Non-Verbal Communication and Truthfulness in Negotiation.

NEW QUESTION # 20

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