

Reliable L5M15 Exam Dump Spend Your Little Time and Energy to Pass L5M15: Advanced Negotiation exam



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As we all know, the influence of L5M15 exam guides even have been extended to all professions and trades in recent years. Passing the L5M15 exam is not only for obtaining a paper certification, but also for a proof of your ability. Most people regard CIPS certification as a threshold in this industry, therefore, for your convenience, we are fully equipped with a professional team with specialized experts to study and design the most applicable L5M15 Exam prepare. We have organized a team to research and L5M15 study question patterns pointing towards various learners.

CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.

Topic 3	<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.
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CIPS Advanced Negotiation Sample Questions (Q30-Q35):

NEW QUESTION # 30

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

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

Answer: A,D

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 # 31

A push style of negotiation uses logic, facts, and reasoning to make a case for change. Is this true?

- A. No - push tactics focus on listening and involving others.
- B. No - push tactics are good at winning hearts and minds.
- C. Yes - push tactics can be effective in getting results but not commitment.
- D. Yes - push tactics focus on collaborative approaches to problem-solving.

Answer: C

Explanation:

Push tactics emphasise advocacy: using facts, logic, and directive communication to move others. They can deliver short-term compliance and clarity but may limit ownership/commitment compared with pull tactics, which are more involving and collaborative.

Reference: CIPS Level 5, L5M15 - Topic: Push vs Pull Influencing Styles in Negotiation.

NEW QUESTION # 32

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

- A. Gain share
- B. Service credits
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Answer: A,D

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 # 33

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

- A. No - a win-win outcome requires both parties to achieve their objectives through a value-creating approach.
- B. Yes - this is the most effective way to ensure a win-win outcome.
- C. Yes - both parties achieve their objectives.
- D. No - haggling and coercive behaviour can only lead to a lose-lose outcome.

Answer: A

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 # 34

What is the main advantage for a supplier using a pain-share contract?

- A. The supplier will be penalised for not achieving a target cost.
- B. It ensures cost certainty on the contract.
- C. There is a shared approach to risk.
- D. It ensures a better relationship with the buyer.

Answer: C

Explanation:

Pain/gain share arrangements distribute both upside (gain) and downside (pain) between buyer and supplier, promoting fairness and shared accountability. This shared-risk structure encourages collaboration and continuous improvement.

Reference: CIPS L5M15 - Risk and Reward Sharing in Contracts.

NEW QUESTION # 35

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