

Top L5M15 Exam Dumps & Free PDF CIPS Realistic Advanced Negotiation Study Guide Pdf



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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 (Q58-Q63):

NEW QUESTION # 58

A belief that someone is both highly competent and that they care is an example of which characteristic?

- A. Distrust
- B. Respect
- C. Trust
- D. Affection

Answer: C

Explanation:

Trust in negotiation is built when a counterpart is perceived as both capable (competence) and benevolent (care). Without either dimension, relationships may erode into mere respect or distrust.

Reference:CIPS L5M15 -Building Trust in Supplier Relationships.

NEW QUESTION # 59

Which of the following behaviours can lead to a breakdown in trust because of the perceived lack of honesty?

Select TWO

- A. Lack of a fixed agenda
- B. Exaggerated claims
- C. Favouritism
- D. Using hardball negotiation techniques

Answer: B,C

Explanation:

Behaviours that undermine honesty(e.g.,exaggerated claimsandfavouritism) erode credibility and trust in negotiations. Hardball techniques can be competitive but are not inherently dishonest; lack of a fixed agenda affects structure, not honesty.

Reference:CIPS L5M15 - Ethics, Trust & Relationship Risks (Domain 2.1).

NEW QUESTION # 60

Rationalising is the use of logic, facts, and reason in a negotiation. This is a pull style of influencing. Is this correct?

- A. No - rationalisation relies on personal confidence.

- B. Yes - rationalising influences outcomes by uniting others.
- C. Yes - rationalising is an inspirational technique.
- **D. No - rationalising is a push technique which relies on persuasion and leverage.**

Answer: D

Explanation:

Rationalising belongs to the push influencing style. It uses logic, facts, and evidence to convince others, leveraging authority or data. It contrasts with pull techniques such as inspiring and consulting, which engage others collaboratively.

Reference: CIPS L5M15 - Push vs Pull Influencing Techniques (Domain 3.1).

NEW QUESTION # 61

Honesty and integrity are core elements of business ethical codes of practice. Demonstrating these behaviours can help avoid which of the following?

- A. Loss of contracts
- B. Physical damage
- C. Loss of staff
- **D. Reputational damage**

Answer: D

Explanation:

Acting with honesty and integrity safeguards an organisation's reputation, ensuring public trust and compliance with professional standards. Ethical misconduct, by contrast, risks serious reputational harm and stakeholder distrust.

Reference: CIPS L5M15 - Ethics and Reputation Management in Procurement and Negotiation.

NEW QUESTION # 62

What is meant by the Power Approach to negotiation?

- A. Inequality of power is a barrier to close relationships
- B. Agreements are made on mutual interest
- **C. More relative power means the negotiator can be proactive rather than reactive**
- D. Relationships based on power should be discouraged

Answer: C

Explanation:

Following Andrew Cox, relative power strongly shapes sourcing outcomes; greater buyer (or supplier) power enables a more proactive stance in shaping terms and managing the relationship. Power asymmetry does not automatically preclude close relationships.

Reference: CIPS L5M15 - The Power Perspective in Buyer-Supplier Relationships (Domain 2.2).

NEW QUESTION # 63

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