

퍼펙트한 L4M5 공부문제덤프 샘플 다운로드

CIPS L4M5Commercial Negotiation1



시험준비가장좋은L4M5최신시험최신덤프자료덤프
최신샘플

Pass4Tes가 제공하는 제품을 사용함으로써 여러분은 IT업계하이클래스와 멀지 않았습니다. Pass4Tes 가 제공하는 인증시험덤프는 여러분을CIPS인증L4M5시험을 안전하게 통과하는 물론 관련전업지식장악에도 많은 도움이 되며 또한 우리는 일년무료 업데이트서비스를 제공합니다.

CIPS L4M5 시험은 조달, 공급망 관리, 영업, 마케팅 및 협상 기술이 필요한 다면 상업적 역할에 참여한 개인들에게 적합합니다. 이 시험은 특히 협상 기술을 향상시키고 상업적 협상에서 성공적인 결과를 이루는 능력을 향상시키려는 사람들에게 유익합니다. CIPS L4M5 시험은 개인들이 협상 프로세스에 대한 철저한 이해력을 개발하도록 설계되었으며, 다양한 상업적 환경에서 효과적으로 협상하기 위해 필요한 도구와 기술을 제공합니다. 전반적으로, CIPS L4M5 시험은 조달, 공급망 관리, 영업 또는 마케팅 분야에서 경력을 발전시키고자하는 모든 사람들에게 필수적인 자격증입니다.

CIPS L4M5 (Commercial Negotiation) 시험은 CIPS (Chartered Institute of Procurement and Supply)에서 제공하는 세계적으로 인정받는 자격증입니다. 이 시험은 조달 및 공급망 전문가들이 상업적 협상의 기술에 대한 지식과 기술을 시험하는 것을 목적으로 합니다. 이 시험은 후보자들이 공급 업체 및 기타 이해관계자들과 효과적으로 협상하여 유리한 결과를 이끌어 내기 위해 필요한 기술과 지식을 제공하는 것에 중점을 둡니다.

>> L4M5최신 시험 최신 덤프자료 <<

시험준비가장좋은L4M5최신시험최신덤프자료덤프최신샘플

그 외, KoreaDumps L4M5 시험 문제집 일부가 지금은 무료입니다: <https://drive.google.com/open?id=1sHd2aDkA35VpkOvwSmTffuxAXFYDPEfsb>

KoreaDumps에서 제공하는 제품들은 품질이 아주 좋으며 또 업뎃속도도 아주 빠릅니다 만약 우리가제공하는CIPS L4M5인증시험관련 덤프를 구매하신다면CIPS L4M5시험은 손쉽게 성공적으로 패스하실 수 있습니다.

CIPS L4M5시험이 정말 어렵다는 말을 많이 들으신 만큼 저희 KoreaDumps는CIPS L4M5덤프만 있으면CIPS L4M5 시험이 정말 쉬워진다고 전해드리고 싶습니다. CIPS L4M5덤프로 시험패스하고 자격증 한방에 따보세요. 자격증 많이 취득하면 더욱 여유롭게 직장생활을 즐길수 있습니다.

>> L4M5공부문제 <<

L4M5인기덤프문제 & L4M5최신 인증시험 공부자료

덤프는 구체적인 업데이트주기가 존재하지 않습니다. 하지만 저희는 수시로 CIPS L4M5 시험문제 변경을 체크하여CIPS L4M5덤프를 가장 최신버전으로 업데이트하도록 최선을 다하고 있습니다. CIPS L4M5덤프를 구매하면 1년간 업데이트될때마다 최신버전을 구매시 사용한 메일로 전송해드립니다.

CIPS L4M5 자격증 시험 준비를 위해, 후보자는 CIPS에서 제공하는 교육 과정과 학습 자료에 등록할 수 있습니다. 이러한 과정은 시험에 필요한 지식과 기술을 다루며, 후보자에게 시뮬레이션 상업협상 환경에서 이러한 기술을 연습할 기회를 제공합니다. CIPS는 연습 시험과 학습 가이드를 비롯한 온라인 자원도 제공하여 후보자가 시험을 준

비하는 데 도움을 줍니다.

최신 CIPS Level 4 Diploma in Procurement and Supply L4M5 무료샘플문제 (Q220-Q225):

질문 # 220

A garden furniture supplier who is currently in negotiations for a high-value contract has offered the procurement manager a visit to their site. The supplier suggests that during this visit, they can undertake the contract negotiation. What would be an appropriate response from the procurement manager?

- A. Accept the offer as this would save time; a supplier visit and negotiation could be done at the same time
- B. Decline the offer as it would take too much time to go and visit the supplier
- C. Accept the offer as this would be an ideal opportunity to see what the supplier can offer and will provide the supplier with familiarity while negotiating
- D. Decline the offer as negotiating while on a site visit will provide the supplier with an unfair advantage, as they will be in a familiar environment

정답: D

설명:

Negotiating at the supplier's site can give the supplier a psychological advantage due to their familiarity with the setting. To ensure a neutral and balanced negotiation environment, it's preferable to conduct negotiations in a neutral location or through structured channels, as recommended in CIPS's guidance on negotiation settings.

질문 # 221

Lina Rawlins, a senior buyer for a medical equipment company, is in charge of the company's largest supplier account. Recently, the supplier's performance has declined, leading to more rejected items. Lina has asked the supplier for an urgent meeting. In the meeting, she asks: "Can you tell me exactly what you are doing to ensure quality?" What type of question is Lina asking?

- A. Reflective
- B. Leading
- C. Hypothetical
- D. Probing

정답: D

설명:

Lina's question seeks detailed information about the supplier's actions and is aimed at uncovering the root cause or assurance measures. This makes it a probing question, designed to delve deeper into specifics.

Probing is a key technique in negotiations for uncovering critical insights, particularly during issue resolution or when seeking compliance on performance terms.

Reference: L4M5 Commercial Negotiation 2nd edition (CORE), Section 3.3 - Questioning Styles: Probing for Clarity and Assurance

질문 # 222

What is the most likely outcome when two organisations with adversarial relationship negotiate with each other?

- A. Lose lose
- B. Deadlocked
- C. Win lose
- D. Win win

정답: C

설명:

:

An adversarial relationship in purchasing and supply arises when identical or equivalent good or services are available from competing suppliers and buyers/sellers are trying to gain an advantage over each other. Low levels of trust are characteristic of adversarial relationships. The outcome when two organisations with adversarial relationship negotiate is most likely to be win-lose.

질문 # 223

When is the best time in procurement process in which procurement should get involved so that the cost- saving opportunities are the greatest?

- A. Market consult stage
- B. Post-contract stage
- C. Specification stage
- D. Post-tender stage

정답: C

설명:

The earlier procurement get involved in the procurement processes, the better. If procurement are involved in design at the specification stage they can feed in prices and costs to designer so they know the likely budget implication of choices made. Sending in a procurement team to negotiate at or close to the end of the procurement process effectively ties their hands and limits their negotiation leverage. This is illustrated in the graph below:

Chart Description automatically generated

LO 2, AC 2.1

질문 # 224

Which of the following is NOT a barrier to entry in a monopolized market?

- A. A single firm is very large
- B. A key resource is owned by a single firm
- C. The government gives a single firm the exclusive right to produce some good
- D. The costs of production make a single producer more efficient than a large number of producers

정답: A

설명:

Monopolies exist in many markets in real life for very different reasons:

Ownership of a Key Resource: When one company exerts sole control over a resource that is necessary for the production of a specific product, the market may become a monopoly. For example, the only medication deemed acceptable to treat a disease comes from a particular ingredient X, and knowledge of this ingredient X is owned by a single family owned company. The company can, therefore, be said to have a monopoly over ingredient X that is needed to cure the disease because it is the only company that can produce a product deemed acceptable.

Government Franchise: In certain instances, a monopoly may be explicitly created by the government if it grants a single company, whether private or government-owned, the right to conduct business in a particular market. For example, when a national railways transportation service is created by the government, in most cases they are granted a monopoly on the operation of passenger trains in the country. As a result, other firms are only able to offer passenger train services with the cooperation and/or permission of the government-owned provider.

Intellectual Property Protection: Extending intellectual property protection to a company in the form of patents and copyrights is yet another way in which monopolies are created. When a government does this, it is in fact giving a single company an exclusive right to provide a particular product / service to the market. Patents and copyrights work in providing owners of intellectual property with the right to act as an exclusive provider of a new product for a specific length of time. This creates a temporary monopoly in the market with regards to new products and services.

Natural Monopoly: A market may also become a monopoly simply because it may be more cost-effective for one company to serve the whole market than to have several smaller firms in competition with one another. A company with virtually unlimited economies of scale is referred to as a natural monopoly. Such firms become monopolies due to their position and size, which makes it impossible for new entrants in the market to compete price-wise. Natural monopolies are common in industries with high fixed costs and low marginal costs of operation such as providers of television, telephone, and internet services.

In this question, 'A single firm is very large' is not enough to tell whether this market is monopolistic.

질문 # 225

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CIPS L4M5 덤프로 많은 분들께서 CIPS L4M5 시험을 패스하여 자격증을 취득하게 도와드렸지만 저희는 자만하지

<https://drive.google.com/open?id=1sHd2aDkA35VpkOvwSmTfuxAXFYDPEfsb>

