

Exam L5M15 Blueprint, L5M15 Dumps Free

L5M15

that one person can play multiple roles. These roles include implementor, Plant, and Completer Finisher. There are 9 roles in total. See p.114 of the study guide

QUESTION: 7

ABC Jewellery is a manufacturer and retailer of fashionable jewellery. They work with several suppliers and have a varied supply chain, which presents several risks. Below is a list of their current contracts with suppliers detailing some issues they are facing.

Supplier 1: Supplier 1 provides high quality metals for incorporation into jewellery. The supplier is based in a low-cost country where there have been rumours online that child labour is commonly used in the industry. ABC Jewellery has seen some comments by its customers on its social media platforms regarding these rumours.

Supplier 2: Supplier 2 provides diamonds and other rare stones. These stones are mined in several countries around the world and transported to ABC Jewellery either via cargo ship or airmail. ABC Jewellery are looking into the possibility of manufacturing diamonds in a laboratory rather than transport them long distances.

Supplier 3: Supplier 3 is a local supplier to ABC Jewellery and has recently asked for an uplift to their Schedule of Rates in line with CPI.

Supplier 4: Supplier 4 has sent ABC Jewellery an email asking them to send payment for delivery to a different online bank account than usual, which is based abroad.

Complete the table below by identifying the relevant STEEPLE Factor and issue that ABC Jewellery has with each supplier.

Each response should only be used once:

Economic, environment, technology, ethical, reputation, raw materials, inflation, cybercrime.

Supplier	STEEPLE Factor	Issue
Supplier 1	1	5
Supplier 2	2	6
Supplier 3	3	7
Supplier 4	4	8

Which of the following

will you put into box 1?

Option A : Economic

Option B : Environment

Option C : Technology

Option D : Ethical

Correct Answer: D

Explanation/Reference:

The correct answers are as follows:

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CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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.

CIPS Advanced Negotiation Sample Questions (Q87-Q92):

NEW QUESTION # 87

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 provide primary data.
- B. No - surveys do not provide suitable information.
- C. Yes - the survey will ensure Jonathan wins the negotiation.
- D. No - the survey will produce secondary data.

Answer: A

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 # 88

According to Maslow's hierarchy of needs, which is the most basic human need?

- A. Emotional
- B. Safety
- C. Belonging
- **D. Physiological**

Answer: D

Explanation:

Physiological needs (air, water, food, rest) sit at the base of Maslow's pyramid. Higher-order needs (safety, belonging, esteem, self-actualisation) become salient once lower levels are reasonably satisfied.

Reference: CIPS L5M15 - Motivation theories applied to negotiation.

NEW QUESTION # 89

The pain/gain share approach is used to incentivise contractors in long-term contracts to achieve a target cost or extra efficiencies. In which industry is this mechanism most common?

- **A. Construction**
- B. Services
- C. Finance
- D. Agriculture

Answer: A

Explanation:

Construction projects often use pain/gain share mechanisms to align contractor performance with client objectives. They balance risk and reward-sharing savings or overruns based on project outcomes.

Reference: CIPS L5M15 - Contractual Incentives and Risk-Sharing Models (Pain/Gain Share).

NEW QUESTION # 90

Which of the following is not a personality characteristic in the OCEAN "Big Five" model?

- A. Agreeableness
- **B. Sensitivity**
- C. Neuroticism
- D. Openness

Answer: B

Explanation:

The Big Five traits are Openness, Conscientiousness, Extraversion, Agreeableness, Neuroticism (OCEAN). "Sensitivity" is not one of the five canonical factors.

Reference: CIPS L5M15 - Individual differences and Big Five personality traits.

NEW QUESTION # 91

Which of the following stages in group development comes first?

- A. Mourning
- B. Performing
- C. Norming
- **D. Storming**

Answer: D

Explanation:

