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The TestSimulate offers latest Advanced Negotiation L5M15 exam questions and answers, with CIPS L5M15 exam practice test questions you can ace your CIPS L5M15 exam preparation simply and quickly and pass the final L5M15 Exam easily. The CIPS L5M15 exam practice test questions will assist you in CIPS L5M15 exam preparation.

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.

CIPS Advanced Negotiation Sample Questions (Q33-Q38):

NEW QUESTION # 33

Bob is preparing for a negotiation with an important potential business partner. His approach is to devise options for mutual gain before deciding what to do. Which approach to negotiation is Bob taking?

- A. Positional
- B. Hardball
- C. Principled**
- D. Playing hard to get

Answer: C

Explanation:

"Principled negotiation" (sometimes called the Harvard method) is built on four pillars: (1) separate people from the problem; (2) focus on interests, not positions; (3) generate options for mutual gain; and (4) use objective criteria. Bob's focus on creating options for mutual gain signals the principled approach.

Reference:CIPS Level 5, L5M15 - Topic: Approaches to Negotiation (Principled/Interest-based Negotiation).

NEW QUESTION # 34

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

Answer: B

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 # 35

Principled Negotiation is an approach that attempts to achieve what outcome?

- **A. Win-win**
- B. The other party concedes on all items
- C. The quickest outcome
- D. Win-lose

Answer: A

Explanation:

Principled (interest-based) negotiation aims to create value and reach mutual gain by separating people from problems, focusing on interests, generating options, and applying objective criteria—hallmarks of win-win.

Reference:CIPS L5M15 - Principled/Interest-Based Negotiation (Domain 2.2).

NEW QUESTION # 36

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

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

Answer: A

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 # 37

What is meant by the Power Approach to negotiation?

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

Answer: D

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 # 38

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