

Quiz Updated L5M15 - Sample Advanced Negotiation Test Online



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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 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 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 (Q38-Q43):

NEW QUESTION # 38

Which of the following is a negative body-language signal?

- A. Mirroring the other person's body language
- B. Eye contact
- C. Crossed arms
- D. Smiling

Answer: C

Explanation:

Crossed arms are commonly read as closed/defensive, which can hinder rapport. In contrast, natural smiling, appropriate eye contact, and subtle mirroring generally support openness and trust.

Reference: CIPS L5M15 - Communication and rapport: non-verbal behaviours.

NEW QUESTION # 39

In what circumstances would it be acceptable to use gamesmanship and brinkmanship tactics?

- A. For long-term contracts
- B. In international negotiations
- C. For high-risk products
- D. Where the relationship is not important

Answer: D

Explanation:

Gamesmanship/brinkmanship are aggressive, high-pressure tactics that can harm relationships. They are generally reserved for one-off or transactional situations where ongoing relationship quality is not a priority.

Reference: CIPS L5M15 - Competitive Tactics: Gamesmanship & Brinkmanship (Domain 2.2).

NEW QUESTION # 40

Which of the following are advantages of videoconferencing? Select THREE

- A. Participants can share screens.
- B. It is convenient and quick.

- C. It results in better outcomes than face-to-face meetings.
- **D. Negotiators can watch facial expressions of the other party.**
- E. You can fully analyse the body language of the other party.

Answer: A,B,D

Explanation:

Videoconferencing offers benefits such as screen sharing, speed and convenience, and the ability to observe facial expressions. However, it limits full body-language assessment and may reduce personal connection compared to face-to-face interactions.

Reference: CIPS L5M15 - Modern Communication Channels in Negotiation (Domain 2.1).

NEW QUESTION # 41

Daniel is the lead negotiator for a deal with a potential supplier. He is quick-thinking, assertive, and has strong market knowledge. Which type of product is Daniel negotiating about?

- A. Low value, low risk
- B. Low value, high risk
- **C. High value, low risk**
- D. High value, high risk

Answer: C

Explanation:

Assertive, decisive negotiation styles align with high-value, low-risk situations, typically requiring competitive behaviour to maximise value without the complexity of shared risk.

Reference: CIPS L5M15 - Negotiation Styles and Specialist Tools Table (Domain 1.2).

NEW QUESTION # 42

Every negotiation requires a rehearsal. Is this statement TRUE?

- **A. No - routine negotiations do not require rehearsals.**
- B. Yes - you are more likely to fail if not rehearsed.
- C. No - only high-risk negotiations require rehearsals.
- D. Yes - every negotiation should be rehearsed.

Answer: A

Explanation:

Not all negotiations need formal rehearsals. For routine or low-value supplier interactions, preparation may be minimal. Rehearsals are best suited for strategic or high-stakes negotiations involving teams or complex outcomes.

Reference: CIPS L5M15 - Negotiation Planning and Rehearsal (Domain 1.1).

NEW QUESTION # 43

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