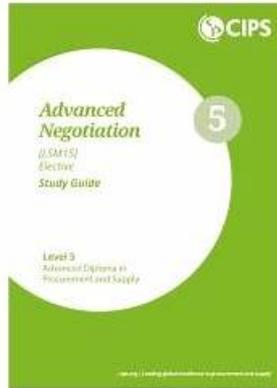


# CIPS L5M15 Valid Test Experience, New L5M15 Dumps Book



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## CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>

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### CIPS Advanced Negotiation Sample Questions (Q75-Q80):

#### NEW QUESTION # 75

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

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

**Answer: B**

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 # 76

Using praise or flattery in a negotiation is the use of which of the following tactics?

- A. Collaboration
- B. Personal appeal
- C. Exchange
- **D. Ingratiation**

**Answer: D**

Explanation:

Ingratiation involves using flattery, praise, or friendliness to increase likability and influence. It's a soft tactic often used to build rapport and reduce resistance before discussing substantive issues.

Reference: CIPS L5M15 - Soft Tactics and Relationship Building (Domain 3.1).

#### NEW QUESTION # 77

Which of the following stages in group development comes first?

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

**Answer: B**

Explanation:

In Tuckman's team development model: Forming # Storming # Norming # Performing # Adjourning / Mourning. "Storming" is the first stage listed here and marks initial conflict as roles and norms form.

Reference: CIPS L5M15 - Team Dynamics: Tuckman's Stages (Domain 3.1).

### NEW QUESTION # 78

In preparing for a negotiation, an in-house procurement analyst has completed research and will present this to the team before negotiations begin. Which of the following tools could they use to organise the data? Select TWO.

- A. STEEPLE Analysis
- B. SWAP Analysis
- C. Data Cube
- D. Relationship Spectrum

**Answer: A,C**

Explanation:

The Data Cube is a multi-dimensional framework for presenting data clearly, while STEEPLE analysis (Social, Technological, Economic, Environmental, Political, Legal, Ethical) helps analyse the external environment. These tools aid structured preparation for negotiation.

Reference: CIPS L5M15 - Analytical Tools for Negotiation Preparation.

### NEW QUESTION # 79

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

**Answer: C**

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 # 80

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