

L5M15인기자격증인증시험자료덤프는 Advanced Negotiation시험패스의최고의공부자료



그 외, DumpTOP L5M15 시험 문제집 일부가 지금은 무료입니다: https://drive.google.com/open?id=1XAJozLAIDR7I_bMZYWm4c1mrrrDRBpJj

불과 1,2년전만 해도 CIPS L5M15덤프를 결제하시면 수동으로 메일로 보내드리기에 공휴일에 결제하시면 덤프를 보내드릴수 없어 고객님께 페를 끼쳐드렸습니다. 하지만 지금은 시스템이 업그레이드되어 CIPS L5M15덤프를 결제하시면 바로 사이트에서 다운받을수 있습니다. DumpTOP는 가면갈수록 고객님께 편리를 드릴수 있도록 나날이 완벽해질것입니다.

CIPS 인증 L5M15시험대비덤프를 찾고 계시다면 DumpTOP가 제일 좋은 선택입니다. 저희DumpTOP에서는 여라가지 IT자격증 시험에 대비하여 모든 과목의 시험대비 자료를 발췌하였습니다. DumpTOP에서 시험대비덤프자료를 구입하시면 시험불합격시 덤프비용환불신청이 가능하고 덤프 1년 무료 업데이트서비스도 가능합니다. DumpTOP를 선택하시면 후회하지 않을것입니다.

>> [L5M15인기자격증 인증 시험자료 <<](#)

L5M15퍼펙트 최신버전 덤프샘플 & L5M15시험대비 인증덤프자료

요즘같이 시간인즉 금이라는 시대에, 우리 DumpTOP선택으로 CIPS L5M15인증 시험응시는 아주 좋은 딜입니다. 우리는 100%시험패스를 보장하고 또 일년무료 업데이트서비스를 제공합니다. 그리고 시험에서 멀어지셨다고 하시면 우리는 덤프비용전액 환불을 약속 드립니다.

CIPS L5M15 시험요강:

주제	소개
주제 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.

주제 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.
주제 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.

최신 CIPS Level 5 Advanced Diploma in Procurement and Supply L5M15 주제 샘플문제 (Q63-Q68):

질문 # 63

In preparing for a negotiation, an analysis of overall strategy can result in improved tactical planning and a better overall outcome. Is this statement TRUE?

- A. No - tactics are achieved following the strategy.
- B. Yes - strategy flows from the tactics.
- C. No - tactics are a high-level plan designed to achieve a long-term goal.
- D. Yes - to develop a negotiation strategy you should consult with key stakeholders before deciding on tactics.**

정답: **D**

설명:

Developing negotiation strategy requires stakeholder consultation to align the negotiation with organisational objectives. Strategy defines direction; tactics are the methods used to achieve it. Planning strategy first ensures tactics serve long-term goals effectively. Reference:CIPS L5M15 -Negotiation Strategy and Tactics.

질문 # 64

What is meant by the Power Approach to negotiation?

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

정답: **D**

설명:

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).

질문 # 65

Mohammed is a Procurement Manager who believes push influencing techniques are the most effective for securing low prices. Is this correct?

- A. No - Mohammed can also use pull techniques, which may help build trust.
- B. Yes - you should always use a push technique when discussing price.
- C. No - Mohammed should always use pull techniques instead of push.
- D. Yes - push techniques show power whereas pull techniques show weakness.

정답: A

설명:

Effective negotiators adapt between push and pull styles depending on context. While push techniques (assertion, logic) can help when cost pressure is key, pull techniques (consulting, inspiring) strengthen relationships and trust - vital for long-term supplier collaboration. Reference: CIPS L5M15 - Adaptive Influencing Styles in Negotiation (Domain 3.1).

질문 # 66

In which circumstances may a buyer suggest that a negotiation meeting be held at the supplier's premises?

- A. To ensure the supplier has the advantage
- B. To ensure the buyer has the advantage
- C. To allow the buyer to find out more about the supplier
- D. To ensure negotiations run smoothly

정답: C

설명:

Holding a meeting at the supplier's site allows the buyer to gain insights into the supplier's capacity, infrastructure, culture, and quality systems. This firsthand observation strengthens understanding and informs negotiation strategy.

Reference: CIPS L5M15 - Negotiation Preparation and Venue Selection (Domain 1.1).

질문 # 67

Which stage of team development is typically characterised by frustration and conflict?

- A. Storming
- B. Norming
- C. Adjourning
- D. Forming

정답: A

설명:

In Tuckman's model, storming follows forming and features challenge, tension, and testing of roles. Effective leadership and clarity of purpose help teams move into norming and performing.

Reference: CIPS L5M15 - Teams in negotiation: Tuckman stages.

질문 # 68

DumpTOP를 선택함으로 여러분은 CIPS 인증 L5M15 시험에 대한 부담은 사라질 것입니다. 우리 DumpTOP는 끊임없는 업데이트로 항상 최신버전의 CIPS 인증 L5M15 시험덤프임을 보장해드립니다. 만약 덤프품질을 확인하고 싶다면 DumpTOP에서 무료로 제공되는 CIPS 인증 L5M15 덤프의 일부분 문제를 체험하시면 됩니다. DumpTOP은 100%의 보장도를 자랑하며 CIPS 인증 L5M15 시험을 한번에 패스하도록 도와드립니다.

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