

L5M15최고품질시험덤프자료완벽한시험최신버전덤프자료다운



L5M15인증시험은 IT업계에 종사하고 계신 분이시라면 최근 많은 인기를 누리고 있다는 것을 알고 계실것입니다. L5M15인증시험을 패스하여 자격증을 취득하는데 가장 쉬운 방법은 Fast2test에서 제공해드리는 L5M15덤프를 공부하는 것입니다. CIPS L5M15덤프에 있는 문제와 답만 기억하시면 L5M15시험을 패스하는데 많은 도움이 됩니다. 덤프구매후 최신버전으로 업데이트되면 업데이트버전을 시스템 자동으로 구매시 사용한 메일주소로 발송해드려 덤프유효기간을 최대한 길게 연장해드립니다.

IT업계에 종사하고 계신 분은 CIPS L5M15 시험을 패스하여 자격증을 취득하려고 검색하다 저희 블로그를 보게 되시고 저희 사이트까지 방문하게 될것입니다. 방문하는 순간 CIPS L5M15시험에 대한 두려움이 사라질것입니다. 완벽한 구매후 서비스까지 겸비하고 있어 자격증을 취득하는데서의 믿음직스러운 동반자로 되어드릴게요.

>> [L5M15최고품질 시험덤프자료](#) <<

CIPS L5M15시험대비 인증공부자료 - L5M15시험대비 덤프데모 다운

Fast2test 제공 CIPS L5M15시험덤프자료가 광범한 시험준비인사들의 찬양을 받은지 하루이틀일이 아닙니다. 이렇게 많은 분들이 Fast2test 제공 CIPS L5M15덤프로 시험을 통하여 자격증을 취득하였다라는 것은 Fast2test 제공 CIPS L5M15덤프가 믿을만한 존재라는 것을 증명해드립니다. 덤프에 있는 문제만 열심히 공부하시면 시험통과 가능하기에 시간도 절약해줄수 있어 최고의 믿음과 인기를 받아왔습니다. CIPS L5M15 시험을 봄야 하는 분이라면 Fast2test 를 한번 믿어보세요. Fast2test도움으로 후회없이 멋진 IT전문가로 거듭날수 있을것입니다.

CIPS L5M15 시험요강:

주제	소개
주제 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.

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 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.

최신 CIPS Level 5 Advanced Diploma in Procurement and Supply L5M15 주 료샘플문제 (Q25-Q30):

질문 # 25

The negotiation tactic in which a person enters with preconceived ideas and attacks the opposition rather than working toward a wise agreement is known as:

- A. Positional
- B. Principled
- C. Lose-lose
- D. Win-win

정답: A

설명:

Positional bargaining starts from fixed stances and tends toward adversarial exchanges and concession trading, often impeding creative, interest-based outcomes.

Reference:CIPS L5M15 - Approaches to Negotiation: Positional vs Principled (Domain 2.2).

질문 # 26

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

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

정답: D

설명:

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).

질문 # 27

When assessing risks of a potential negotiation, you should mitigate all risks found. Is this the correct approach?

- A. Yes - all risks should be removed before negotiation.
- B. No - some risks should be tracked and accepted.

- C. Yes - there should be no risks in a negotiation.
- D. No - all risks should be monitored but not mitigated.

정답: B

설명:

CIPS emphasises proportionate risk management. Low-impact/low-probability risks should be monitored or accepted, while high-impact or high-probability risks should be mitigated or eliminated. Attempting to remove all risks wastes resources.

Reference:CIPS L5M15 -Risk Assessment and Mitigation Matrices (Domain 2.1).

질문 # 28

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

정답: B

설명:

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).

질문 # 29

Research by Meredith Belbin into team roles and predicting success showed that the most successful teams had which of the following characteristics?

- A. A successful team must have a clear leader.
- B. A successful team should have nine people.
- C. A successful team needs highly intelligent people.
- D. A successful team requires different people to play different roles.

정답: D

설명:

Meredith Belbin's research found that high-performing teams have a balanced mix of complementary roles rather than simply highly skilled individuals. The nine Belbin roles (e.g., Plant, Coordinator, Implementer, Completer Finisher) reflect diverse strengths that, when combined, improve overall team performance.

Reference:CIPS L5M15 - Team Roles and Effectiveness(Belbin's Team Role Theory).

질문 # 30

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IT업종 종사자분들은 모두 승진이나 연봉인상을 위해 자격증을 취득하려고 최선을 다하고 계실것입니다. 하지만 실력없는 야근에 시달려서 공부할 시간이 없어 스트레스가 많이 쌓였을것입니다. Fast2test의 CIPS인증 L5M15 덤프 CIPS인증 L5M15 시험공부를 해보세요. 시험문제커버율이 높아 덤프에 있는 문제만 조금의 시간의 들여 공부하신다면 누구나 쉽게 시험패스 가능합니다.

L5M15시험대비 인증공부자료 : <https://kr.fast2test.com/L5M15-premium-file.html>

- L5M15시험대비 공부문제 □ L5M15유효한 덤프 □ L5M15최신 인증시험 □ { www.itdumpskr.com } 을(를) 열고 “L5M15”를 입력하고 무료 다운로드를 받으십시오 L5M15퍼펙트 덤프공부문제
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