

L4M5日本語サンプル & L4M5受験料

時間	注意する項目	授業の流れ	教具・板書等
5分	導入	T: 皆さん、こんにちは。 S: こんにちは。 T: 皆さんは、買い物は好きですか。 S: はい。 S: あまり買い物へ行きません。 T: そうですか。〇〇さんは、買い物は好きですか。 S: はい。 T: いいですね。〇〇さんも好きですか。 S: はい。 T: どこへ行きますか。 S: 渋谷です。 T: そうですか。いいですか。あれ、〇〇さん、かわいい洋服を着ていますね。 S: あ、はい。 T: いいですね。〇〇さんの服、どう思いますか。 S: かわいいです。 S: いいです。 T: 今日は、授業が終わった後、彼氏とデートなのかなー？と私は思います。 どう思いますか。 S: デートだと思います。	

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JPNTTestは、Commercial Negotiation試験に必要な人向けの安定した信頼できる試験問題プロバイダーです。私たちは長い間市場に滞在し、成長してきました。L4M5試験問題の優れた品質と高い合格率のため、私たちは常にここにいます。安全な環境と効果的な製品については、数千人の候補者が私たちの研究の質問を選んでいきます。なぜあなたは私たちJPNTTestの研究の質問に挑戦してみてください。

CIPS L4M5商業交渉試験は、調達およびサプライチェーンマネジメントのプロフェッショナルにとって貴重な認定資格の1つです。試験内容は、特定の調達シナリオで使用できるさまざまな交渉戦略や技術についての洞察を提供します。合格するためには、徹底的な準備と勉強に十分な時間を費やすことが必要です。認定を取得することで、調達のプロフェッショナルは、倫理的なビジネスプラクティスを維持しながら効果的に交渉するために必要なスキルを身につけ、その分野でのキャリアを向上させることができます。

>> L4M5日本語サンプル <<

知識をカバーL4M5 検定 CIPS の定番書

世界経済の急速な発展とさまざまな国との頻繁な接触により、すべての人々にとって良い仕事を探すことはますます難しくなっています。良い仕事を探すには、L4M5認定を取得することが非常に必要です。労働市場での競争上の優位性を高め、他の求職者と差別化する必要があります。また、L4M5試験の質問は、最小限の時間と労力でL4M5試験に合格できるように特別に設計されています。L4M5実践ガイドを購入してください。

CIPS L4M5（商業交渉）試験に備えるには、調達プロセスと商業交渉に関わるさまざまな段階について理解があることが重要です。また、交渉は効果的なコミュニケーションと関係構築に関するものであるため、強力なコミュニケーションスキルを持つことも不可欠です。候補者は、CIPSが提供する学習教材やリソース、学習テキスト、改訂ガイド、練習問題などにアクセスできます。CIPS L4M5（商業交渉）試験に合格することで、調達プロフェッショナルは商業交渉における専門知識を証明し、キャリアの見通しを向上させることができます。

CIPS Commercial Negotiation 認定 L4M5 試験問題 (Q17-Q22):

質問 # 17

Which of the following will positively affect reputational strength of an organisation? Select TWO that apply.

- A. Great gap between reputation and reality
- **B. Strong customer focus**
- C. Adopting out-of-date technology

- D. Weak internal coordination
- E. High ethical standards

正解: B、E

解説:

Explanation

In a globalised commercial world characterised by dynamic market and multiple companies competing for business, a positive corporate reputation can be an enormous asset. Reputational strength in one organisation might be based on some or all of the following characteristics:

- Quality of products or services
- Low cost/high value for money
- High ethical standards
- Reliability
- Cutting-edge technology
- Strong customer focus
- Engineering excellence

LO 1, AC 1.4

質問 # 18

Buyers should have the ability to analyse the costs of their purchases not only for determining their impact to their organisation's cost but also for the purpose of reducing them during commercial negotiations to contribute to the profitability of their organisation. One way of analysing costs is to classify them into direct and indirect costs. Which ONE of the following is an explanation of 'direct costs'?

- A. Costs that are only related to manufacturing firms where raw materials are directly converted into specific product units
- B. Costs of materials, labour, and other expenses that are directly identified with manufactured units of a product
- C. Costs that are connected with materials and labour, excluding expenses used directly in manufacturing products
- D. Costs of labour and expenses incurred directly whether or not the production fluctuates owing to demand or downtime

正解: B

質問 # 19

Rose is a senior buyer from a skiing equipment retailer. Rose is concerned about the current ski boot shortage and the number of invoicing problems from a key supplier. She has decided to have a video conference with Victor, CEO of the supplier. Initially, she intends to threaten Victor with contract termination unless he can improve the situation. However, she is a little wary of doing this as the switching costs are high. Eventually, she decides to seek solutions by encouraging the other party to offer their views and ideas. Rose also prepares some ideas to discuss with Victor. Which of the following is the persuasion method that Rose intends to use in the forthcoming conference?

- A. Directive (push)
- B. Persuasive reasoning (push)
- C. Visionary (pull)
- D. Collaborative (pull)

正解: D

解説:

:

There are two major persuasion methods: 'push' and 'pull'.

Persuasion can be defined as encouraging someone to do something that you want them to do for you.

Persuasion is reasoning with someone so that they will believe or do something they might not otherwise do.

Persuasion can be considered as 'pushing' on TOP so that they can accept the change in attitude or behaviour as a result of your actions.

Influence is the ability to affect the manner of thinking of another. Influence can be considered as pulling on TOP so that you achieve the same result, but TOP feels they have changed their attitude or behaviour as a result of their reflection and thinking, and not your direct actions.

There are multiple variables to consider when choosing between 'push' and 'pull'. Professor Fiona Dent of Ashridge Business School proposes situations when each style might be most appropriate, breaking down push into 'directive' and 'reasoning' and 'pull' into

'collaborative' and 'visionary':

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In the scenario, Rose intends to let both parties exchange their views and ideas so that solutions to current problems can be found. This is the typical characteristic of collaborative (pull) method.

質問 # 20

Should a buyer use closed questions in a negotiation?

- A. No, supplier will consider closed questions as provocation
- B. Yes, because they urge the supplier to provide more :
- C. No, the buyer should maximise the use of open questions
- **D. Yes, because closed questions help to reconfirm certain facts**

正解: D

解説:

Asking questions the right way is both an art and a science. Ask the question the wrong way, and the other negotiator might act like a turtle, becoming defensive and withdrawing into their shell. Ask the question the right way, and the other negotiator might "spill the beans."

Closed Questions: How and when to use them?

Closed questions are those that require a short and focused answer, and are especially helpful in the beginning stages of the negotiation to encourage interaction. They can be used to clarify a point, or to reconfirm certain facts. For example, you can use a closed question to confirm the amount of units the company can produce in a week, or to clarify that what they are really saying is that they don't feel comfortable outsourcing their accounts to India. Most closed questions only require a simple "yes" or "no" response, so there really isn't much room for misinterpretation - great for finding out where both you and they stand.

質問 # 21

According to Dr. Mari Sako, which of the following is potentially the weakest trust to be built?

- A. Competence trust
- B. Charitable trust
- C. Goodwill trust
- **D. Contractual trust**

正解: D

解説:

Trust is the expectation that the other party will behave in a predictable and mutually acceptable way. In inter-firm relationships, the presence and absence of trust can affect the level of cost in a relationship. The existence of trust is taught to lower the transaction cost in a relationship. Dr. Mari Sako identified taxonomy of 3 types of trust in commercial relationship, which is very useful from the perspective of procurement.

Contractual trust: Trust based on the contract with TOP. This is potentially the weakest source of trust if there is nothing else to base the trust on, but it is the quickest to establish.

Competence trust: Trust based on TOP's professional qualifications or proven or certified technical capability or experience.

Goodwill trust: Trust based on knowing TOP has your interest at heart and will not behave opportunistically.

This is potentially the strongest type of trust, but it takes the longest time to build.

Otherwise, trust also has legal meaning. A trust is a legal document that can be created during a person's lifetime and survive the person's death. A trust can also be created by a will and formed after death. Charitable trusts are trusts which benefit a particular charity or the public in general.

質問 # 22

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