

# CIPS L5M15 Exam | L5M15 Top Dumps - Useful Tips & Questions for your L5M15 Learning



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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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## L5M15 Latest Exam Answers, Valid L5M15 Test Book

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### CIPS Advanced Negotiation Sample Questions (Q25-Q30):

#### NEW QUESTION # 25

Oscar is joining a negotiation team. His brother is the CEO of the supplier. What behaviour is this an example of?

- A. Conflict of interest
- B. False claim
- C. Hidden agenda
- D. Favouritism

#### Answer: A

Explanation:

A conflict of interest arises when personal relationships or financial interests could influence or appear to influence professional judgement. It must be declared and managed to maintain ethical integrity.

Reference:CIPS L5M15 -Ethical Behaviour and Conflicts of Interest.

#### NEW QUESTION # 26

When may the outcome of a negotiation be described as win: perceived win?

- A. When one of the parties is less experienced
- B. When using positional bargaining
- C. When negotiations are rushed
- D. When there is a power imbalance between the two parties

#### Answer: D

Explanation:

A win: perceived win occurs where a powerful party wins substantive outcomes while the weaker party believes it has also "won," often due to power asymmetry and framing.

Reference: CIPS L5M15 - Power, Perception and Outcome Typologies (Domain 2.2).

### NEW QUESTION # 27

In Herzberg's Two-Factor Theory, which of the following factors affect motivation? Select TWO

- A. Hygiene factors
- B. Demotivation factors
- C. Motivation factors
- D. Fun factors

**Answer: A,C**

Explanation:

Herzberg identified motivators (e.g., achievement, recognition, responsibility) that increase satisfaction, and hygiene factors (e.g., pay, conditions) that prevent dissatisfaction. Both affect workplace motivation in different ways.

Reference: CIPS L5M15 - Motivation Theories in Negotiation Contexts (Domain 3.2).

### NEW QUESTION # 28

For a high-value or high-risk project, which of the following are key actions in negotiation? Select TWO.

- A. Host the meeting at your premises.
- B. Have a win-lose approach to negotiation.
- C. Use ploys and tactics.
- D. Use a multi-disciplinary team
- E. Prepare thoroughly before the negotiation.

**Answer: D,E**

Explanation:

High-risk or high-value negotiations require thorough preparation - understanding goals, alternatives, and stakeholder expectations - and often benefit from a cross-functional team bringing varied expertise. This improves quality of analysis and decision-making.

Reference: CIPS L5M15 - Negotiation Preparation and Planning for Complex Projects.

### NEW QUESTION # 29

Party City Ltd is negotiating with Cuppa Inc. After two hours, the discussion reaches a deadlock. What should Party City Ltd do?

- A. Concede some issues to ensure conversations continue.
- B. Walk away from the negotiation - it is clear they will not get what they want.
- C. Suggest taking a break.
- D. Start using hardball techniques.

**Answer: C**

Explanation:

When negotiations stall, best practice (according to CIPS) is to pause the meeting rather than escalate tension or concede prematurely. Taking a break allows time to reflect, regroup, and explore creative solutions. Other remedies include summarising agreed points, involving a neutral mediator, or escalating strategically.

Reference: CIPS L5M15 - Managing Deadlock and Stalemate in Negotiations.

### NEW QUESTION # 30

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