

New CIPS L5M15 Learning Materials - L5M15 Reliable Test Question



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As the saying goes, to sensible men, every day is a day of reckoning. Time is very important to people. People often complain that they are wasting their time on study and work. They do not have time to look at the outside world. Now, L5M15 exam guide gives you this opportunity. L5M15 test prep helps you save time by improving your learning efficiency. At the same time, L5M15 Test Prep helps you to master the knowledge in the course of the practice. And at the same time, there are many incomprehensible knowledge points and boring descriptions in the book, so that many people feel a headache and sleepy when reading books. But with L5M15 learning question, you will no longer have these troubles.

CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 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.
Topic 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.

Topic 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.
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CIPS Advanced Negotiation Sample Questions (Q82-Q87):

NEW QUESTION # 82

Kelly is a lead negotiator preparing for a meeting with a supplier. Her approach is to appear "warm and tough." Which of the following behaviours should Kelly exhibit?

- A. Dominating and aggressive
- B. Disinterested
- C. Confident and assertive
- D. Overly friendly

Answer: C

Explanation:

"Warm and tough" means balancing firmness on issues with respect and empathy in style. Confidence and assertiveness maintain authority while preserving positive tone-ideal for collaborative negotiation.

Reference:CIPS L5M15 -Influencing Behaviours in Negotiation: Warm vs Tough Styles.

NEW QUESTION # 83

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

Answer: C,D

Explanation:

TheData Cubeis a multi-dimensional framework for presenting data clearly, whileSTEEPLE 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 # 84

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

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

Answer: B,D

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 # 85

Josh plans to use a Myers-Briggs assessment for junior candidates. What type of test is this?

- A. Procurement test
- **B. Personality test**
- C. Intelligence test
- D. Competence test

Answer: B

Explanation:

Myers-Briggs Type Indicator (MBTI) profiles personality preferences (e.g., introversion/extraversion). It is not a measure of intelligence or job competence.

Reference: CIPS L5M15 - Assessing people in negotiation contexts: personality tools.

NEW QUESTION # 86

A push style of negotiation uses logic, facts, and reasoning to make a case for change. Is this true?

- **A. Yes - push tactics can be effective in getting results but not commitment.**
- B. No - push tactics focus on listening and involving others.
- C. No - push tactics are good at winning hearts and minds.
- D. Yes - push tactics focus on collaborative approaches to problem-solving.

Answer: A

Explanation:

Push tactics emphasise advocacy: using facts, logic, and directive communication to move others. They can deliver short-term compliance and clarity but may limit ownership/commitment compared with pull tactics, which are more involving and collaborative.

Reference: CIPS Level 5, L5M15 - Topic: Push vs Pull Influencing Styles in Negotiation.

NEW QUESTION # 87

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