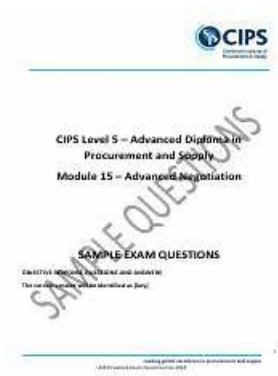


CIPS L5M15 Questions Can Help you Pass Exam [2026]



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CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 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.

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 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.

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CIPS Advanced Negotiation Sample Questions (Q60-Q65):

NEW QUESTION # 60

Alan needs to communicate the outcome of a negotiation to his internal stakeholders. His internal stakeholders have high power. Which communication methods would be best? Select TWO

- A. Notice board
- B. Article on the website
- C. Email
- D. Team meeting

Answer: C,D

Explanation:

When stakeholders hold high power or influence, communication should be direct and engaging, ensuring clarity and accountability.

Face-to-face team meetings allow discussion and immediate feedback, while emails provide documented communication.

Noticeboards and website articles are better suited for lower-power or external audiences.

Reference: CIPS L5M15 - Stakeholder Communication and Engagement Strategies (Domain 1.3).

NEW QUESTION # 61

Which of the following tactics would be considered a hard tactic in negotiation?

- A. Pressure tactic
- B. Collaboration tactic
- C. Inspirational appeal
- D. Rational persuasion

Answer: A

Explanation:

Pressure tactics are categorised as "hard" negotiation behaviours. They apply coercion or authority to gain compliance. In contrast, tactics such as collaboration, inspirational appeal, and rational persuasion are "soft" and relationship-oriented.

Reference: CIPS L5M15 - Negotiation Tactics: Hard vs Soft Approaches (Domain 3.1).

NEW QUESTION # 62

Daniel is the lead negotiator for a deal with a potential supplier. He is quick-thinking, assertive, and has strong market knowledge. Which type of product is Daniel negotiating about?

- A. Low value, high risk
- B. Low value, low risk
- C. High value, low risk
- D. High value, high risk

Answer: C

Explanation:

Assertive, decisive negotiation styles align with high-value, low-risk situations, typically requiring competitive behaviour to maximise value without the complexity of shared risk.

Reference: CIPS L5M15 - Negotiation Styles and Specialist Tools Table (Domain 1.2).

NEW QUESTION # 63

Which of the following are examples of reciprocated concessions? Select TWO

- A. Party A offers a discount for better payment terms.
- B. Party A agrees a 2% discount and Party B accepts.
- C. Party A walks away, and Party B offers a concession to continue talks.
- D. Party A offers a larger delivery, and Party B agrees to pay 50% upfront while Party A waives the delivery charge.

Answer: A,D

Explanation:

Reciprocated concessions occur when both sides trade something of value—such as exchanging discounts for improved terms. This supports balanced negotiation progress and fosters trust.

Reference: CIPS L5M15 - Concession Management and Reciprocity in Negotiation (Domain 1.2).

NEW QUESTION # 64

To achieve a positive outcome for both parties in a negotiation you should be both honest and open. Is this statement true?

- A. Yes - being both honest and open ensures success.
- B. Yes - these are the two most important characteristics for a win-win negotiation.
- C. No - you should not be open with the other party.
- D. No - you should not be honest with the other party.

Answer: C

Explanation:

CIPS distinguishes between honesty and openness. Negotiators must always act honestly (ethical integrity), but openness—disclosing all information—can weaken your position. The key is to balance transparency with confidentiality and strategic discretion.

Reference: CIPS L5M15 - Ethical Negotiation and Information Disclosure (Domain 2.1).

NEW QUESTION # 65

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