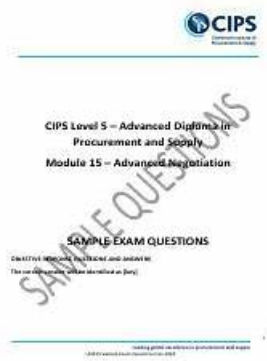


# Interactive CIPS L5M15 Questions, L5M15 Trustworthy Source



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## CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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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### CIPS Advanced Negotiation Sample Questions (Q62-Q67):

#### NEW QUESTION # 62

Rationalising is the use of logic, facts, and reason in a negotiation. This is a pull style of influencing. Is this correct?

- A. No - rationalisation relies on personal confidence.
- B. No - rationalising is a push technique which relies on persuasion and leverage.
- C. Yes - rationalising is an inspirational technique.
- D. Yes - rationalising influences outcomes by uniting others.

**Answer: B**

Explanation:

Rationalising belongs to the push influencing style. It uses logic, facts, and evidence to convince others, leveraging authority or data. It contrasts with pull techniques such as inspiring and consulting, which engage others collaboratively.

Reference: CIPS L5M15 - Push vs Pull Influencing Techniques (Domain 3.1).

#### NEW QUESTION # 63

What is meant by the Power Approach to negotiation?

- A. Relationships based on power should be discouraged
- B. Agreements are made on mutual interest
- C. More relative power means the negotiator can be proactive rather than reactive
- D. Inequality of power is a barrier to close relationships

**Answer: C**

Explanation:

Following Andrew Cox, relative power strongly shapes sourcing outcomes; greater buyer (or supplier) power enables a

more proactiveness in shaping terms and managing the relationship. Power asymmetry does not automatically preclude close relationships.

Reference: CIPS L5M15 - The Power Perspective in Buyer-Supplier Relationships (Domain 2.2).

#### NEW QUESTION # 64

What is the main advantage for a supplier using a pain-share contract?

- A. It ensures a better relationship with the buyer.
- B. It ensures cost certainty on the contract.
- C. There is a shared approach to risk.
- D. The supplier will be penalised for not achieving a target cost.

**Answer: C**

Explanation:

Pain/gain share arrangements distribute both upside (gain) and downside (pain) between buyer and supplier, promoting fairness and shared accountability. This shared-risk structure encourages collaboration and continuous improvement.

Reference: CIPS L5M15 - Risk and Reward Sharing in Contracts.

#### NEW QUESTION # 65

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

- A. When one of the parties is less experienced
- B. When negotiations are rushed
- C. When using positional bargaining
- 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 # 66

Which of the following could be considered a pull-style influencing/negotiation tactic? Select TWO.

- A. Asserting
- B. Inspiring
- C. Negotiating
- D. Rationalising

**Answer: B,C**

Explanation:

Pull tactics engage, involve, and motivate others (e.g., inspiring with vision, inviting joint problem-solving, exploring interests). Push tactics rely on directing, arguing, or asserting with facts and logic. Thus "inspiring" and "negotiating" are pull; "rationalising" and "asserting" are push.

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

#### NEW QUESTION # 67

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