

L4M5 Brain Dump Free - Certification L4M5 Test Questions

Topic	Learning Objectives
Topic 6	<ul style="list-style-type: none"> Understand key approaches in the negotiation of distribution agreements with external organisations Support and assist the work of negotiators and clients
Topic 7	<ul style="list-style-type: none"> Understand the role of the negotiator in the negotiation of commercial negotiations Understand the objectives of commercial negotiations
Topic 8	<ul style="list-style-type: none"> Understand the role of the negotiator in commercial negotiations Understand the objectives of commercial negotiations Understand the objectives of commercial negotiations
Topic 9	<ul style="list-style-type: none"> Understand the objectives and the objectives of commercial negotiations Understand the objectives of commercial negotiations Understand the objectives of commercial negotiations
Topic 10	<ul style="list-style-type: none"> Understand the objectives and the objectives of commercial negotiations Understand the objectives of commercial negotiations Understand the objectives of commercial negotiations

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CIPS Commercial Negotiation Sample Questions (Q84-Q89):

NEW QUESTION # 84

Which of the following is most likely to be a reason why a supplier charges its customer high or low price when it has reached its break-even point?

- A. The supplier may have reached economy of scale
- B. Supplier may want to encourage buyer's demand
- C. Supplier may need to cover high fixed costs to meet increasing customer's demand
- D. Supplier may have high fixed cost variable cost ratio

Answer: C

Explanation:

Supplier may want to encourage buyer's demand if the buyer tends to order lower price, if supplier wants to encourage its customers today state, it tends to offer discount at bulk amount. So this option is not acceptable.

Supplier may have high fixed cost variable cost ratio. Supplier with high fixed cost needs high volume to break even, but since achieved, it may be able to offer significant discount for bulk orders.

The supplier may have reached economy of scale when economy of scale is reached, cost per unit will be reduced which often leads to more favourable price.

Supplier may need to cover high fixed costs to meet increasing customer's demand. Increasing customer's demand may exceed supplier's current capacity. Therefore, supplier may need to reduce

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CIPS L4M5 (Commercial Negotiation) Exam is an essential certification for professionals seeking to advance their careers in the field of procurement and supply chain management. L4M5 exam is designed to test a candidate's understanding of the principles of negotiation and their ability to apply these principles in commercial contexts. The CIPS L4M5 Exam is known for its rigorous and comprehensive nature, making it highly respected within the industry.

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CIPS L4M5 Certification Exam is recognized by employers around the world as a mark of excellence in commercial negotiation. Commercial Negotiation certification demonstrates that a candidate has the knowledge and skills necessary to succeed in negotiating commercial contracts and agreements. Employers often require this certification for individuals in procurement and supply chain management roles, as it is a key indicator of competence and professionalism.

CIPS Commercial Negotiation Sample Questions (Q210-Q215):

NEW QUESTION # 210

A senior buyer analyses the supply market and he realises that his organisation is treated as Exploit according to supplier's perspective model. What does he need to do?

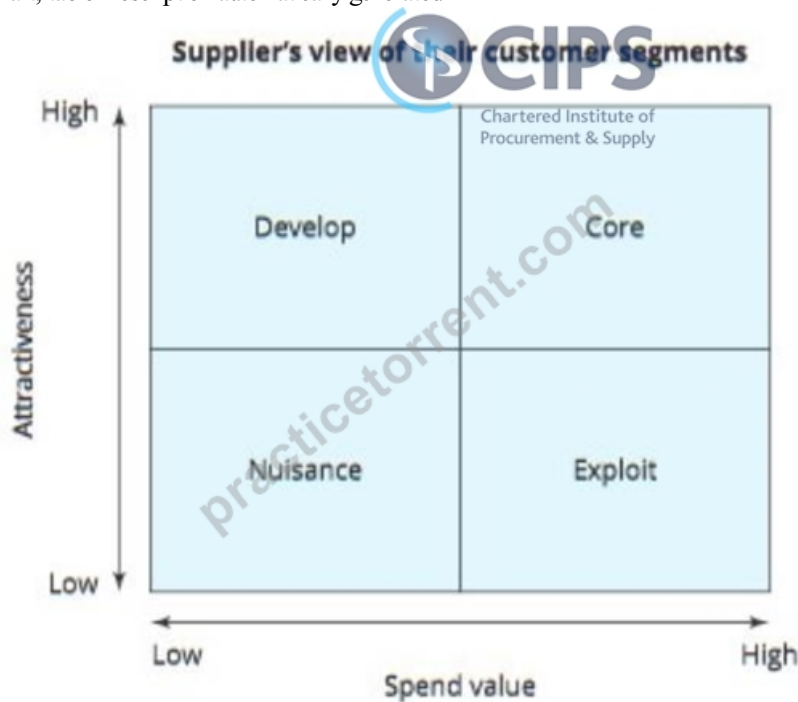
- A. Pay the suppliers on time
- B. Adopt opaque processes
- C. Increase the spend value
- D. Raise the transactional costs to do business

Answer: A

Explanation:

The supplier's perspective model has two axes: Spend value and Attractiveness:

Chart, table Description automatically generated



Exploit is the quadrant where the buyer has high spend but low attractiveness. Overarching supplier objective would be: "Milk this customer and charge a high price to compensate for all the pain they put us through".

The buyer should increase its attractiveness to raise the position to Core customer. To do this, a buyer may:

- Simplify procurement processes
- Simplify contracting processes
- Use clear and concise documentation
- Eliminate onerous supplier terms and conditions
- Make the payment on time
- Use transparent processes
- Promote ethical behaviours

LO 1, AC 1.4

NEW QUESTION # 211

Upper Woodborough Council is a government organisation that is seeking to reduce regular expenditure on facilities management services. Which of the following charges is an example of a fixed cost, that the council could renegotiate with the facilities management contractor to achieve savings?

- A. Annual price inflation indexation
- B. Charges for reactive maintenance activity
- C. Fuel for refuse collection services
- **D. Charges for monthly cleaning services**

Answer: D

Explanation:

Fixed costs are regular, predictable charges that do not vary directly with usage or demand. Monthly cleaning services are typically charged at a fixed, recurring rate, making them a clear example of a fixed cost that can be renegotiated to achieve savings. Fuel costs and reactive maintenance vary with activity levels, while inflation indexation is a pricing mechanism rather than a cost itself. CIPS advises buyers to focus on fixed-cost elements when seeking sustainable cost reductions, as changes deliver predictable and ongoing savings.

Reference: CIPS L4M5 Commercial Negotiation (CORE), 2nd edition - LO 2.2: Fixed and variable costs in negotiation and cost reduction.

NEW QUESTION # 212

Which of the following is the internal factor that is taken into price of a product?

- A. Exchange rate
- B. Elasticity
- C. Customer tastes
- **D. Risk management**

Answer: D

Explanation:

In order to answer this question, you should better consider each option:

'Exchange rate' is the value of one nation's currency versus the currency of another nation or economic zone.

This is a macroeconomic factor.

'Elasticity' refers to the degree to which individuals, consumers or producers change their demand or the amount supplied in response to price or income changes. This is a microeconomic factor. Consumer tastes refer to the products and services that consumers consciously choose over others. Consumer tastes are so powerful that they can change how businesses conduct their activity. Like elasticity, this is also a microeconomic factor.

Among 4 options, only risk management is the internal factor. Risk pricing is a strategy applied by many companies in the world. To learn how to price the risk, you can read an article from McKinsey: <https://www.mckinsey.com/business-functions/marketing-and-sales/our-insights/how-to-price-risk-to-win-and-profit>

This is a question that a student met in her actual exam. The knowledge section is unknown.

LO: Unknown, AC: Unknown

NEW QUESTION # 213

Which of the following are typical characteristics of activity-based costing (ABC) method? Select TWO that apply.

- A. ABC has tended to over cost products on long runs and under cost those on short runs
- **B. ABC provides the information required to take action and realise improvements**
- C. Limited understanding of true costs incurred
- **D. Variable and all related overhead expenses are specifically assigned to a business activity**
- E. Costs are allocated based on volume

Answer: B,D

Explanation:

Activity-based costing is an alternative approach to traditional absorption costing. The characteristics of these two methods are

illustrated in the graph below:

Graphical user interface, text, chat or text message, website Description automatically generated



NEW QUESTION # 214

Which of the following is most likely a consequence of falling interest rate?

- A. Decrease investment
- B. Increase savings
- C. Increase aggregate demand
- D. Decrease consumption

Answer: C

Explanation:

If interest rate are too low and credit is too, cheap rates can fund a spending boom with consumers and businesses buying (investment) more than they can afford to pay back.

NEW QUESTION # 215

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