

# CIPS L4M5日本語認定、L4M5前提条件



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>> CIPS L4M5日本語認定 <<

## L4M5前提条件 & L4M5無料問題

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## CIPS Commercial Negotiation 認定 L4M5 試験問題 (Q164-Q169):

### 質問 # 164

The activity of listening in a negotiation includes which of the following processes?

Hearing  
Interpreting  
Rapport  
Influencing

- A. 1 and 2 only
- B. 1 and 3 only
- C. 2 and 4 only
- D. 2 and 3 only

正解: A

解説:

Listening involves both hearing (1) and interpreting (2) the information shared by the other party. Effective listening is an active process that goes beyond simply hearing words; it involves interpreting meaning, understanding the speaker's intent, and responding

accordingly. CIPS emphasizes these steps as part of effective communication in negotiations.

#### 質問 # 165

Jasmine and the IHL sales team have a negotiation scheduled with one of AB's lead buyers, Samuel, at AB's premises. This is one of the biggest negotiations that Jasmine has been involved in and is eager not to make any mistakes. Jasmine has heard from a colleague that Samuel tends to adopt an integrative negotiation style.

IHL senior management decides to send a team of three members to the negotiation. Jasmine is among the team and she is assigned to check body language, reactions, feeds insight to her leader and to record important comments and information from the meeting for minutes. Which of the following are roles of Jasmine in the forthcoming negotiation? Select TWO that apply.

- A. Technical expert
- B. Secretary(Correct)
- C. Observer
- D. Commercial expert
- E. Chief negotiator

正解: B、C

解説:

A negotiating team can be as few as two people, and one person can play one or more of these roles:  
As from the scenario, Jasmine will act as an observer and a scribe (or secretary).

#### 質問 # 166

Which of the following statements about oligopoly is incorrect?

- A. One firm's behaviour is a function of what its rivals do
- B. Prices in oligopoly are predicted to fluctuate widely and frequently
- C. Oligopolistic firms recognize their interdependence
- D. A few firms play an important role in the sale of a product

正解: B

解説:

An oligopoly exists when there are small number of producers that exert a significant influence in the market.

Oligopoly's main characteristics are discussed as follows:

- Interdependence

The most important feature of oligopoly is the interdependence in decision-making of the few firms which comprise the industry.

This is because when the number of competitors is few, any change in price, output, product etc. by a firm will have a direct effect on the fortune of its rivals, which will then retaliate in changing their own prices, output or products as the case may be.

- Importance of advertising and selling costs

A direct effect of interdependence of oligopolists is that the various firms have to employ various aggressive and defensive marketing weapons to gain a greater share in the market or to prevent a fall in their market share. For this various firms have to incur a good deal of costs on advertising and on other measures of sales promotion. Therefore, there is a great importance of advertising and selling costs under conditions of market situation characterised by oligopoly

- Group behaviour

Another important feature of oligopoly is that for the proper solution to the problem of determination of price and output under, it analysis of group behaviour is important.

- Indeterminateness of demand curve facing an oligopolist

In this question, 'Prices in oligopoly are predicted to fluctuate widely and frequently' is an incorrect statement as producers in oligopoly often try to set up price. Prices fluctuate more frequently in perfect competition.

LO 2, AC 2.2

#### 質問 # 167

Which of the following is categorised as fixed cost?

- A. Governments taxes
- B. Land rental paid in advance

- C. Additional pallet hires due to higher demand in year-end season
- D. Raw materials for next year production

正解: B

解説:

An organisation's expense can be categorised into three groups:

Fixed Costs - costs that do not change with output.

Variable Costs - costs that vary in direct proportion to output.

Semi-variable costs - costs that are a combination of the above, with both a fixed and variable element.

Among the four options:

"Land rental paid in advance": This is fixed cost. The rental won't increase when the production increases.

"Additional pallet hires due to higher demand in year-end season": This can be identified as semi-variable cost (or step cost).

"Governments taxes": The taxes are often levied by a percentage of income or revenue. Therefore, it is variable

"Raw materials for next year production": This is obviously variable cost.

Reference:

CIPS study guide page 79-84

Study tips: Fixed variable and semi-variable costs - AAT Comment

### 質問 # 168

Which of the following are most likely to harm trust between buyer and supplier in a commercial relationship? Select TWO that apply.

- A. Exploring a disagreement to learn from each other's insights
- **B. Subjective assessment of performance**
- **C. Avoidance of submitting important documentations**
- D. Resolving some conditions that would otherwise have them competing for resources
- E. Reduced response time during contract performance

正解: B、C

解説:

Trust-destroying behaviours:

- Rumours of partnership or relationship breaking down

- Emotion-based assessment of performance

- Avoiding accountability, passing the blame to others

- General mood - resentment, distrust, frustration, etc

LO 1, AC 1.4

### 質問 # 169

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