

# CIPS L4M5 Exam | Valid L4M5 Test Forum - Fast Download of Exam L4M5 Book



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If you have a faith, then go to defend it. Gorky once said that faith is a great emotion, a creative force. My dream is to become a top IT expert. I think that for me is nowhere in sight. But to succeed you can have a shortcut, as long as you make the right choice. I took advantage of Actual4Labs's CIPS L4M5 exam training materials, and passed the CIPS L4M5 Exam. Actual4Labs CIPS L4M5 exam training materials is the best training materials. If you're also have an IT dream. Then go to buy Actual4Labs's CIPS L4M5 exam training materials, it will help you achieve your dreams.

The Chartered Institute of Procurement and Supply (CIPS) Level 4 Module 5 (L4M5) certification exam is a globally recognized qualification that demonstrates proficiency in commercial negotiation skills. Commercial Negotiation certification is ideal for procurement and supply chain professionals seeking to advance their careers and enhance their negotiation skills. The CIPS L4M5 Certification is a valuable asset for professionals who want to thrive in the competitive world of procurement and supply.

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CIPS L4M5: Commercial Negotiation exam assesses the candidate's capability to negotiate in a commercial setting. It evaluates their ability to balance company needs with supplier expectations, create leverage through unique value propositions and negotiate in a win-win manner. Successful candidates must display their ability to align their negotiation strategies with organizational objectives, balance risk and gain, and exhibit strategic thinking that can lead to business growth.

## CIPS Commercial Negotiation Sample Questions (Q217-Q222):

### NEW QUESTION # 217

Active listening in negotiation includes which of the following activities?

1. Hearing
  2. Interpreting
  3. Rapport
  4. Influence
- A. 1 and 3 only
  - B. 2 and 3 only
  - C. 1 and 2 only
  - D. 3 and 4 only

**Answer: C**

Explanation:

Listening is a hugely important skill in the world of work. It's a key part of effective communication [...].

Regarding active listening, there is a model called 'The SIER Hierarchy of Active Listening'. It details four key stages required for effective listening. As with all models associated with active listening, its purpose is to help the listener be a better, more effective listener who really hears what is being said, connects with the individual with whom they are communicating and builds effective relationships.

The model is a hierarchical model meaning that each stage builds on the stage before it. While the model is sometimes used for training in the sales arena, it is helpful in all walks of life. The stages of the model are:

Sensing (including hearing and watching body language), Interpreting, Evaluating and Responding.

Reference:

- CIPS study guide page 171-173
  - The SIER Hierarchy of Active Listening: Become a Better Listener
- LO 3, AC 3.3

### NEW QUESTION # 218

It may be more difficult to buy on a credit from supplier who locates in a country with a hyperinflation? Is this assumption true?

- A. No, because supplier's bank will take risks from currency fluctuation
- B. Yes, because the supplier's currency will lose its value overtime
- C. Yes, because buyer has more advantage if they make payment in their own currency
- D. No, because the higher the inflation rate, the stronger the supplier's currency

**Answer: B**

Explanation:

If the inflation rate is running high, then obtaining credit as a buyer is normally more difficult or expensive as money in the future will be worth less than money today.

### NEW QUESTION # 219

In general, which of the following is the consequence of a flatter demand curve?

- A. Price inelastic
- B. Unit price elastic
- C. Price elastic
- D. Quantity elastic

**Answer: C**

Explanation:

Explanation

Elasticity refers to the responsiveness of quantity demanded or quantity supplied to a change in price or another factor.

In microeconomic graphs, elasticity and inelasticity can be shown by the slope of the demand curve. If a demand curve is almost horizontal, then the product pricing can be described as very elastic. If a demand curve is almost vertical, then the product pricing can be described as very inelastic.

The formulae of elasticity:

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LO 2, AC 2.2

### NEW QUESTION # 220

Any commercial negotiation process has only three stakeholders: procurement, budget holders, and users. Is this TRUE?

- A. No, other stakeholders, such as directors and IT, may also be interested
- B. Yes, and the budget holder is the most important due to finances
- C. No, only procurement, the user and suppliers have interest in negotiations
- D. Yes, procurement ensures technical specifications are fit for purpose

**Answer: A**

Explanation:

Commercial negotiations involve a wider set of stakeholders than procurement, budget holders, and users.

Depending on context, directors, IT specialists, legal teams, regulators, or external partners may all be impacted. Ignoring them risks resistance or missed requirements. CIPS stresses stakeholder mapping tools (such as Mendelow's Matrix) to identify influence and interest levels, ensuring all relevant parties are managed appropriately in negotiation preparation and execution. Narrow stakeholder identification can undermine outcomes.

Reference: CIPS L4M5 (2nd ed.), LO 3.1 - Stakeholder identification and management in negotiations.

### NEW QUESTION # 221

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

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

**Answer: D**

Explanation:

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

LO: Unknown, AC: Unknown

### NEW QUESTION # 222

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