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CIPS L4M5 (Commercial Negotiation) Exam is an essential qualification for procurement professionals looking to enhance their skills and progress their careers. Commercial Negotiation certification provides individuals with the knowledge and expertise needed to negotiate effectively with suppliers and stakeholders, while navigating complex legal and ethical considerations. With a globally recognized CIPS qualification, individuals can demonstrate their proficiency in commercial negotiation, and gain a competitive edge in the procurement job market.

CIPS L4M5 (Commercial Negotiation) Certification Exam is a globally recognized certification program that provides professionals with the necessary knowledge and skills to effectively negotiate in commercial environments. Commercial Negotiation certification is designed for individuals who are seeking to advance their careers in procurement, supply chain management, and related fields. The CIPS L4M5 Certification program is offered by the Chartered Institute of Procurement and Supply (CIPS), which is a professional body that represents the interests of procurement and supply chain professionals worldwide.

CIPS L4M5: Commercial Negotiation exam is a critical certification exam for procurement and supply chain professionals who wish to enhance their negotiation skills in commercial settings. L4M5 exam aims to develop the necessary knowledge and skills required to negotiate commercial agreements effectively. It is ideal for professionals who regularly engage in commercial negotiations, such as

procurement managers, contract managers, and supplier relationship managers.

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CIPS Commercial Negotiation Sample Questions (Q377-Q382):

NEW QUESTION # 377

Which of the following would describe a push approach to influencing?

Exerting power or authority

Extensive use of open questioning

The party being influenced is fully aware of the process occurring

The party being influenced may not be aware of the process happening

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

Answer: B

Explanation:

A push approach typically involves exerting authority or power (1) with the party being influenced generally aware of the influence process (3). This method involves overtly directing or persuading the other party, often through explicit information or directives, as per CIPS's understanding of push influence techniques.

NEW QUESTION # 378

Hammad Alsuwaidi is a procurement professional leading a negotiation for a vehicle rental contract. Hammad has a clear goal to negotiate a two-year contract in exchange for a minimum of a 20% discount. During the negotiation, Hammad presents to the supplier the facts, figures, and justification for a 20% discount. Which of the persuasion methods below has Hammad chosen?

- A. Pull
- **B. Push**
- C. Collaborative
- D. Visionary

Answer: B

Explanation:

Hammad's approach of presenting facts, figures, and justifications aligns with the Push persuasion method.

The Push strategy involves directly presenting information, data, and logical arguments to convince the other party of a certain outcome. In this scenario, Hammad is using objective evidence to influence the supplier towards agreeing to a discount, which is characteristic of the Push method, as per CIPS guidance on negotiation tactics.

NEW QUESTION # 379

Can a party gain huge advantages innegotiation from setting room layout?

- **A. No, because the advantages gained from manipulating room layout are short-lived**
- B. Yes, because the other party can capitulate to the host
- C. Yes, because the host can freely manipulate the other party's mind through setting room layout
- D. No, because room layout contributes nothing to the negotiation outcomes

Answer: A

Explanation:

Essentially, for trained negotiators under most circumstances, the physical locations of negotiations and the room layout should not make much difference to the outcomes of the meeting. It is reasonable to assume that most commercial negotiations are based at least initially on a principled- or pragmatic-type approach. It is arguable also that any advantage gained through intentionally creating an uncomfortable environment to put short-term pressure on TOP is likely to be short-lived as TOP will likely reflect on this later and seek means to get even.

NEW QUESTION # 380

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. Chief negotiator
- **C. Secretary(Correct)**
- D. Commercial expert
- **E. Observer**

Answer: C,E

Explanation:

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).

NEW QUESTION # 381

Which of the following are internal factors when a supplier is making its pricing decision?

Price elasticity of demand

Environmental legislation

Risk management

The stage in the product life cycle

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

Answer: A

Explanation:

Risk management (3) and the stage in the product life cycle (4) are internal factors within the supplier's control and directly influence pricing decisions. These internal factors guide strategic pricing policies. In contrast, price elasticity of demand and environmental legislation are external factors, as per CIPS's guidelines on pricing influences.

NEW QUESTION # 382

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