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One of the key benefits of taking the CIPS L4M5: Commercial Negotiation exam is that it provides candidates with a valuable skill set that can be applied in a range of different industries. Negotiation is a critical skill that is required in procurement, sales, marketing, and other areas of business. Candidates who successfully complete L4M5 Exam will have a competitive advantage in the job market and be able to negotiate effectively in any commercial setting.

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## L4M5 Exam Cram & L4M5 VCE Dumps & L4M5 Latest Dumps

One of the main unique qualities of the itPass4sure CIPS Exam Questions is its ease of use. Our practice exam simulators are user and beginner friendly. You can use Commercial Negotiation (L4M5) PDF dumps and Web-based software without installation. Commercial Negotiation (L4M5) PDF questions work on all the devices like smartphones, Macs, tablets, Windows, etc. We know that it is hard to stay and study for the Commercial Negotiation (L4M5) exam dumps in one place for a long time.

The CIPS L4M5 exam consists of multiple-choice questions and is divided into three sections: negotiation planning, negotiation execution, and post-negotiation activities. Candidates are expected to demonstrate their understanding of the negotiation process, negotiation strategies, and tactics, as well as their ability to analyze and evaluate supplier proposals. L4M5 Exam also tests candidates' ability to identify risks and opportunities in negotiations and their ability to manage supplier relationships.

## CIPS Commercial Negotiation Sample Questions (Q215-Q220):

### NEW QUESTION # 215

Which of the following are microeconomic factors? Select THREE that apply.

- A. Unemployment levels
- **B. Distribution channels**
- C. Rates of inflation
- D. Rates of taxation
- **E. Availability of investors**
- **F. Levels of competition**

**Answer: B,E,F**

Explanation:

Microeconomic factors refer to elements that affect individual businesses or sectors rather than the economy as a whole. In this case: Availability of investors (B): Access to investors impacts capital availability for businesses.

Distribution channels (D): Distribution methods directly influence a business's ability to get products to market.

Levels of competition (F): Competition affects pricing and strategic decisions within specific industries.

Taxation rates, unemployment levels, and inflation rates are considered macroeconomic factors, affecting the economy on a broader scale, as per CIPS's definitions of microeconomic vs. macroeconomic influences.

### NEW QUESTION # 216

Which of the following is considered a weakness of a 'dealer' style negotiator?

- A. Focuses on the facts and not the people
- **B. May shift position quickly**
- C. May be too assertive
- D. Very precise

**Answer: B**

Explanation:

A useful and simple shorthand for preferred negotiation styles is summarised by four simple descriptors:

'warm', 'tough', 'logical' and 'dealer', which can be applied to describe individuals' dominant preferred style in most circumstances.

Warm - a people person

Tough - a hard-nosed negotiator

Logic - a numbers person

Dealer - a trader who loves bargaining

Strengths, weaknesses of dealer style are described below:

LO 2, AC 2.4

### NEW QUESTION # 217

Before engaging in a negotiation with a supplier of rechargeable lights, procurement team tries to visualise the breakdown of supplier's costs to calculate its break-even point. They estimate that total fixed expenses related to rechargeable electric light are \$270,000 per month and variable expenses involved in manufacturing this product are \$126 per unit. The supplier charges its customer \$180 per unit. Within its current capacity, this supplier will make a profit at which of the following?

- A. Exactly 5,000 units are sold per month
- **B. More than 5,000 units are sold monthly**
- C. Exactly 1,500 units are sold monthly
- D. More than 1,500 units are sold monthly

**Answer: B**

Explanation:

Explanation

The analysis of cost into fixed and variable enables organisations to determine their break-even point (BE) - the point where total revenue from sales and total cost exactly balance. All costs need to be covered by sale revenue in order for a company to make a profit. If you know your fixed costs and your variable costs then you can work out the minimum quantity of goods or services you need to sell to break even. Break even point is measured in volume and can be worked out graphically or via formulae:

Price - Variable costs = Contribution

Break even point (volume) = Fixed expenses / Contribution margin per unit In this scenario, the break even point (Q) is:

$270,000 / (180 - 126) = 5,000$  To make a profit, the supplier needs to sell more than 5,000 units per month.

The BE point is thus an important determinant of flexibility of pricing for suppliers. Before BE is achieved there will be much greater reluctance to offer price concessions to customers than after BE is achieved.

LO 2, AC 2.1

### NEW QUESTION # 218

Buyers should have the ability to analyse the costs of their purchases not only for determining their impact to their organisation's cost but also for the purpose of reducing them during commercial negotiations to contribute to the profitability of their organisation. One way of analysing costs is to classify them into direct and indirect costs.

Which ONE of the following is an explanation of 'direct costs'?

- A. Costs that are only related to manufacturing firms where raw materials are directly converted into specific product units
- B. Costs of labour and expenses incurred directly whether or not the production fluctuates owing to demand or downtime
- C. Costs of materials, labour and other expenses that are directly identified with manufactured units of a product
- D. Costs that are connected with materials and labour excluding expenses used directly in manufacturing products

**Answer: C**

Explanation:

Direct costs are expenses that can be clearly attributed to the production of specific goods. These typically include raw materials, direct labor, and other costs tied directly to the manufacturing process. They are variable with production volume and help procurement teams analyze pricing more effectively during negotiations.

Reference: L4M5 Commercial Negotiation 2nd edition (CORE), Section 2.1 - Direct and Indirect Costs

### NEW QUESTION # 219

During a negotiation, the supplier requests for payment term shortened to 45 days from 60 days. Seeing that this proposal lies within the concession plan, the procurement manager asks for 5% discount in return. Is that right thing to do?

- A. No, it is unethical to exploit the weakness of the other party
- B. No, procurement should insist the payment term remains 60 days
- C. Yes, the procurement manager should keep that 5% for himself because that amount is a fair compensation for his effort
- D. Yes, since procurement manager has his own cost savings target to achieve and he should make use of supplier's financial status

**Answer: D**

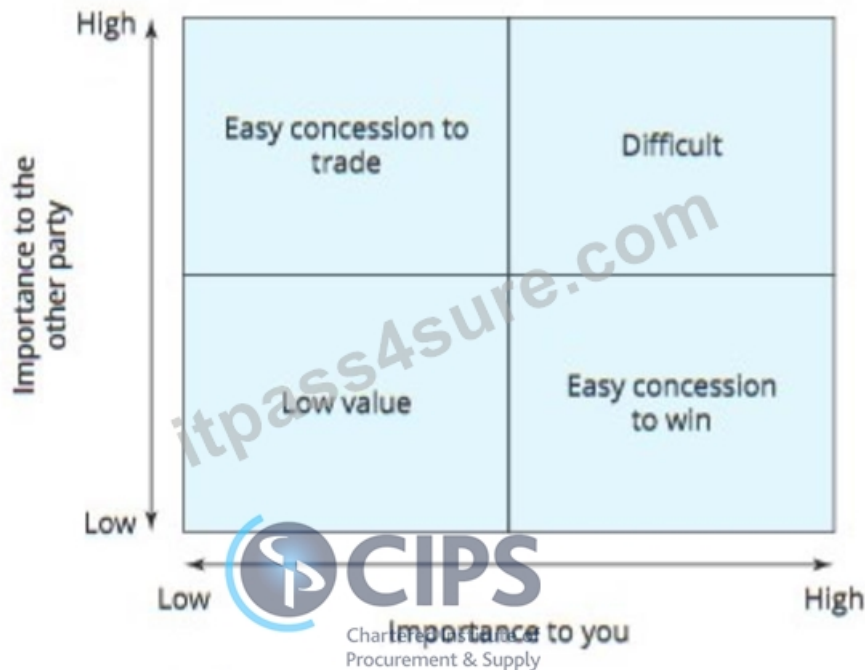
Explanation:

Explanation

When preparing for a negotiation, negotiator should establish a list of tradeables and a concession plan. Good negotiators never give anything away that has not already been planned as part of the bargaining mix in the concession planning stage.

In the above scenario, the procurement manager has planned his own concession, so he can trade with supplier. The answer should be "Yes, since procurement manager has his own cost savings target to achieve and he should make use of supplier's financial status"

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LO 2, AC 2.3

**NEW QUESTION # 220**

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