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## CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Understand the key stages which impact on the negotiation process and outcomes: This section of the exam measures skills of Procurement Managers and covers the major phases of negotiation, from preparation to conclusion. It includes understanding how pre-negotiation planning influences success, analyzing whether to negotiate individually or as a team, and preparing with clear objectives, strategies, and intelligence. It also explores structuring a negotiation agenda, applying effective negotiation tools and tactics, handling concessions, understanding opponent motivations, managing deadlocks, and ensuring successful conclusion and documentation of agreements. Post-negotiation focus is on implementing agreements, selling outcomes to stakeholders, and monitoring performance for continuous improvement.</li></ul>

Topic 2	<ul style="list-style-type: none"> <li>Understand methods and behavioural factors which can influence others: This section of the exam measures skills of Category Managers and covers the influence of behavioural and interpersonal dynamics in negotiation and collaboration. It explores methods to influence individuals and groups by building trust, creating alliances, and managing conflict, ambiguity, and resistance effectively. Learners examine how attitudes, motivation, and organisational behaviour affect outcomes, including the influence of leadership style, empowerment, participation, and communication. The section emphasizes understanding how organisational structures and informal networks shape negotiation power and decision-making processes within procurement and supply environments.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Understand negotiation relationships and ethics: This section of the exam measures skills of Supply Chain Professionals and covers the role of relationships, trust, and ethics within negotiations. It explains how honesty and long-term partnerships contribute to effective outcomes and examines how situational assessment affects negotiation tone and results. The section also introduces ethical considerations, including the differences between positional and principled negotiation, separating personal factors from issues, and pursuing win-win solutions. It highlights the importance of cultural sensitivity, transparency, and the avoidance of unethical practices such as bribery, corruption, or fraud within professional negotiations.</li> </ul>

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## **L5M15 Study Center & L5M15 Training Kit**

Fast2test alerts you that the syllabus of the Advanced Negotiation (L5M15) certification exam changes from time to time. Therefore, keep checking the fresh updates released by the CIPS. It will save you from the unnecessary mental hassle of wasting your valuable money and time. Fast2test announces another remarkable feature to its users by giving them the CIPS L5M15 Dumps updates until 1 year after purchasing the CIPS L5M15 certification exam pdf questions.

## **CIPS Advanced Negotiation Sample Questions (Q13-Q18):**

### **NEW QUESTION # 13**

To achieve a positive outcome for both parties in a negotiation you should be both honest and open. Is this statement true?

- A. Yes - being both honest and open ensures success.
- B. Yes - these are the two most important characteristics for a win-win negotiation.
- C. No - you should not be honest with the other party.
- D. No - you should not be open with the other party.**

**Answer: D**

Explanation:

CIPS distinguishes between honesty and openness. Negotiators must always act honestly (ethical integrity), but openness - disclosing all information - can weaken your position. The key is to balance transparency with confidentiality and strategic discretion.

Reference: CIPS L5M15 - Ethical Negotiation and Information Disclosure (Domain 2.1).

### **NEW QUESTION # 14**

What is meant by "marginal gains"?

- A. A supplier should seek to meet their KPIs but not excel.
- B. Small incremental gains can lead to a larger improvement.**
- C. There should be a low margin for error when trying to improve.
- D. All improvements are of equal value.

**Answer: B**

Explanation:

The "marginal gains" philosophy is that making numerous small, continuous improvements across processes results in significant

overall performance enhancement. This principle is often applied to supplier development and continuous improvement programmes. Reference:CIPS L5M15 -Supplier Performance and Continuous Improvement(Marginal Gains Theory).

### NEW QUESTION # 15

Yi Ting is advised to use the Principled Approach. Which must she remember?Select TWO

- A. Focus on interests not positions
- B. Separate people from problems
- C. She will be negotiating alone
- D. Do not deviate from the agenda

**Answer: A,B**

Explanation:

Two core principles are toseparate people from the problemand tofocus on interests rather than positions . (The other two statements are not defining elements of the approach.) Reference:CIPS L5M15 - The Four Principles of Principled Negotiation (Domain 2.2).

### NEW QUESTION # 16

The extent to which hierarchy and subordinate relationships are accepted is which of Hofstede's cultural dimensions?

- A. Long-term orientation
- B. Individualism vs collectivism
- C. Power distance
- D. Uncertainty avoidance

**Answer: C**

Explanation:

Power distancegauges how cultures accept unequal power distribution and hierarchy-key to planning authority lines, escalation, and decision-making in cross-cultural negotiations.

Reference:CIPS L5M15 - Cross-Cultural Negotiation (Hofstede's Dimensions) (Domain 2.2).

### NEW QUESTION # 17

The pain/gain share approach is used to incentivise contractors in long-term contracts to achieve a target cost or extra efficiencies. In which industry is this mechanism most common?

- A. Agriculture
- B. Construction
- C. Finance
- D. Services

**Answer: B**

Explanation:

Constructionprojects often use pain/gain share mechanisms to align contractor performance with client objectives. They balance risk and reward-sharing savings or overruns based on project outcomes.

Reference:CIPS L5M15 -Contractual Incentives and Risk-Sharing Models (Pain/Gain Share).

### NEW QUESTION # 18

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