

2026 New L5M15 Real Test | Useful 100% Free Vce Advanced Negotiation Exam



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CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> 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.
Topic 2	<ul style="list-style-type: none"> 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.
Topic 3	<ul style="list-style-type: none"> 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.

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CIPS Advanced Negotiation Sample Questions (Q65-Q70):

NEW QUESTION # 65

What is the primary purpose of a negotiation?

- A. To beat the other team.
- **B. To reach an agreement.**
- C. To get a better price.
- D. To win.

Answer: B

Explanation:

Negotiation is defined by CIPS as a structured process between two or more parties aiming to reach a mutually acceptable agreement. While improving value or terms is often a goal, the essence of negotiation is achieving agreement, not victory over the other side.

Reference:CIPS L5M15 -Definition and Purpose of Negotiation (Introduction, p.2).

NEW QUESTION # 66

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

Answer: B

Explanation:

Construction projects 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 # 67

In preparing for a negotiation, an in-house procurement analyst has completed research and will present this to the team before negotiations begin. Which of the following tools could they use to organise the data? Select TWO.

- **A. Data Cube**
- B. SWAP Analysis
- C. Relationship Spectrum
- **D. STEEPLE Analysis**

Answer: A,D

Explanation:

The Data Cube is a multi-dimensional framework for presenting data clearly, while STEEPLE analysis (Social, Technological, Economic, Environmental, Political, Legal, Ethical) helps analyse the external environment. These tools aid structured preparation for negotiation.

Reference:CIPS L5M15 -Analytical Tools for Negotiation Preparation.

NEW QUESTION # 68

Bob is preparing for a negotiation with an important potential business partner. His approach is to devise options for mutual gain before deciding what to do. Which approach to negotiation is Bob taking?

- A. Principled
- B. Playing hard to get
- C. Positional
- D. Hardball

Answer: A

Explanation:

"Principled negotiation" (sometimes called the Harvard method) is built on four pillars: (1) separate people from the problem; (2) focus on interests, not positions; (3) generate options for mutual gain; and (4) use objective criteria. Bob's focus on creating options for mutual gain signals the principled approach.

Reference:CIPS Level 5, L5M15 - Topic: Approaches to Negotiation (Principled/Interest-based Negotiation).

NEW QUESTION # 69

Holding a meeting is the best way to communicate outcomes of negotiation with Key Player stakeholders. Is this correct?

- A. No - you should not over-communicate with key players.
- B. Yes - key players need to receive regular communication.
- C. No - key players have a lot of power and won't have time for meetings.
- D. Yes - this is a good way to engage their active support.

Answer: D

Explanation:

Key players in Mendelow's Stakeholder Matrix (high power, high interest) must be actively engaged and involved in important decisions. Meetings are an effective way to build commitment, gain input, and secure their ongoing support.

Reference:CIPS L5M15 - Stakeholder Mapping and Communication Methods (Domain 1.3).

NEW QUESTION # 70

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