

CIPS L5M15 Pass Guaranteed - Key L5M15 Concepts



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The CIPS desktop practice test software and web-based Understanding Advanced Negotiation L5M15 practice test both simulate the actual exam environment and identify your mistakes. With these two CIPS L5M15 practice exams, you will get the actual L5M15 Exam environment. Whereas the ExamsReviews PDF file is ideal for restriction-free test preparation. You can open this PDF file and revise L5M15 real exam questions at any time.

CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.
Topic 3	<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.

L5M15 Pass Guaranteed Free PDF | Valid Key L5M15 Concepts: Advanced Negotiation

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CIPS Advanced Negotiation Sample Questions (Q60-Q65):

NEW QUESTION # 60

What was the principal conclusion of the Hawthorne experiments?

- A. People work better when the lighting is better.
- B. People work harder when they're being observed.
- C. People are inherently lazy.
- D. People are motivated by money.

Answer: B

Explanation:

The "Hawthorne effect" suggests performance can improve simply because people know they are being studied/observed-attention and interest from management can boost engagement.

Reference:CIPS L5M15 - Motivation and behaviour: Hawthorne/Elton Mayo.

NEW QUESTION # 61

Rationalising is the use of logic, facts, and reason in a negotiation. This is a pull style of influencing. Is this correct?

- A. Yes - rationalising influences outcomes by uniting others.
- B. No - rationalising is a push technique which relies on persuasion and leverage.
- C. No - rationalisation relies on personal confidence.
- D. Yes - rationalising is an inspirational technique.

Answer: B

Explanation:

Rationalising belongs to the push influencing style. It uses logic, facts, and evidence to convince others, leveraging authority or data. It contrasts with pull techniques such as inspiring and consulting, which engage others collaboratively.

Reference:CIPS L5M15 -Push vs Pull Influencing Techniques (Domain 3.1).

NEW QUESTION # 62

In which circumstances may a buyer suggest that a negotiation meeting be held at the supplier's premises?

- A. To allow the buyer to find out more about the supplier
- B. To ensure the supplier has the advantage
- C. To ensure negotiations run smoothly
- D. To ensure the buyer has the advantage

Answer: A

Explanation:

Holding a meeting at the supplier's site allows the buyer to gain insights into the supplier's capacity, infrastructure, culture, and quality systems. This firsthand observation strengthens understanding and informs negotiation strategy.

Reference:CIPS L5M15 -Negotiation Preparation and Venue Selection (Domain 1.1).

NEW QUESTION # 63

Sarah is a procurement manager who used a win-lose stance and deceptive techniques to reach her goals. Which consequences may follow? Select TWO

- A. The contract may be rendered void
- B. The supplier will have more respect for Sarah
- C. The approach may damage the long-term relationship
- D. Sarah achieved all of her objectives

Answer: A,C

Explanation:

Deceptive conduct can damage relationships and may expose the agreement to rescission for misrepresentation (fraudulent/neglectful untrue statements of fact), potentially rendering the contract voidable. We cannot infer she achieved all objectives or gained respect. Reference:CIPS L5M15 - Integrity, Misrepresentation & Consequences in Negotiation (Domain 2.1).

NEW QUESTION # 64

In which part of the relationship cycle is a supplier likely to be least motivated?

- A. Mid-term contract
- B. Signing the contract
- C. Handover from previous supplier
- D. Negotiation

Answer: A

Explanation:

Supplier motivation typically declines mid-contract, once initial enthusiasm fades and before renewal discussions begin. Motivation peaks during negotiation, contract signing, and early delivery when relationships are still being established.

Reference:CIPS L5M15 -Supplier Relationship Lifecycle and Motivation (Domain 1.3).

NEW QUESTION # 65

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