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Our CIPS L5M15 dumps assists the candidates of the test with its three formats to advance their preparation as per various learning needs. A team of experts at ExamsTorrent has designed the L5M15 Pdf Format to help applicants who are too busy to prepare intensively for the CIPS L5M15 certification exam on the first go.

CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	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	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	• 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 (Q23-Q28):

NEW QUESTION # 23

A push style of negotiation uses logic, facts, and reasoning to make a case for change. Is this true?

- A. Yes - push tactics can be effective in getting results but not commitment.
- B. Yes - push tactics focus on collaborative approaches to problem-solving.
- C. No - push tactics focus on listening and involving others.
- D. No - push tactics are good at winning hearts and minds.

Answer: A

Explanation:

Push tactics emphasise advocacy: using facts, logic, and directive communication to move others. They can deliver short-term compliance and clarity but may limit ownership/commitment compared with pull tactics, which are more involving and collaborative. Reference:CIPS Level 5, L5M15 - Topic: Push vs Pull Influencing Styles in Negotiation.

NEW QUESTION # 24

Daniel is the lead negotiator for a deal with a potential supplier. He is quick-thinking, assertive, and has strong market knowledge. Which type of product is Daniel negotiating about?

- A. Low value, low risk
- B. High value, low risk
- C. High value, high risk
- D. Low value, high risk

Answer: B

Explanation:

Assertive, decisive negotiation styles align with high-value, low-risk situations, typically requiring competitive behaviour to maximise value without the complexity of shared risk.

Reference:CIPS L5M15 -Negotiation Styles and Specialist Tools Table (Domain 1.2).

NEW QUESTION # 25

Which of the following best describes a "Skunkworks" department in an organisation?

- A. Large and powerful
- B. Small and efficient
- C. Wide-ranging and positional

- **D. Experimental and independent**

Answer: D

Explanation:

"Skunkworks" refers to a small, independent unit within an organisation that focuses on innovation and experimental projects. It operates with autonomy and minimal bureaucracy, often outside the main corporate structure, to accelerate development.

Reference: CIPS L5M15 - Innovation and Organisational Structure (Skunkworks concept).

NEW QUESTION # 26

When may the outcome of a negotiation be described as win: perceived win?

- **A. When there is a power imbalance between the two parties**
- B. When using positional bargaining
- C. When one of the parties is less experienced
- D. When negotiations are rushed

Answer: A

Explanation:

A win: perceived win occurs where a powerful party wins substantive outcomes while the weaker party believes it has also "won," often due to power asymmetry and framing.

Reference: CIPS L5M15 - Power, Perception and Outcome Typologies (Domain 2.2).

NEW QUESTION # 27

Which sentence about the Human Relations approach to company structure is not true?

- **A. Tasks are grouped together by their common nature or task focus.**
- B. It allows for cross-functional teams and empowerment.
- C. It uses flatter organisational structures with decentralised authority.
- D. Teams work to create synergies and fulfil social needs.

Answer: A

Explanation:

Statement D describes a Functional Structure, not Human Relations. The Human Relations approach emphasises team collaboration, empowerment, and flexible cross-functional working to meet both organisational and social needs.

Reference: CIPS L5M15 - Organisational Structures and Human Relations Theory (Domain 3.2).

NEW QUESTION # 28

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