

Authorized L5M15 Latest Test Answers & Leader in Qualification Exams & High-quality L5M15: Advanced Negotiation



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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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There are various individuals who have never shown up for the Advanced Negotiation certification test as of now. They know close to nothing about the Advanced Negotiation exam model and how to attempt the requests. CIPS L5M15 Dumps give an unequivocal thought of the last preliminary of the year model and how a promising rookie ought to attempt the solicitation paper to score well.

CIPS Advanced Negotiation Sample Questions (Q86-Q91):

NEW QUESTION # 86

Every negotiation requires a rehearsal. Is this statement TRUE?

- A. No - only high-risk negotiations require rehearsals.
- B. Yes - every negotiation should be rehearsed.
- C. Yes - you are more likely to fail if not rehearsed.
- **D. No - routine negotiations do not require rehearsals.**

Answer: D

Explanation:

Not all negotiations need formal rehearsals. For routine or low-value supplier interactions, preparation may be minimal. Rehearsals are best suited for strategic or high-stakes negotiations involving teams or complex outcomes.

Reference: CIPS L5M15 - Negotiation Planning and Rehearsal (Domain 1.1).

NEW QUESTION # 87

In an exploitative authoritative form of management, which of the following is true?

- **A. Motivation is based on threats and decisions are imposed on subordinates.**
- B. Motivation is based on rewards and communication is limited.
- C. Responsibility is shared throughout the hierarchy.
- D. Leadership involves trust and teamwork.

Answer: A

Explanation:

Underexploitative authoritative management (Rensis Likert model), leaders rely on fear and punishment to control subordinates. Communication is top-down and trust is minimal-contrasting with participative or consultative styles.

Reference: CIPS L5M15 - Leadership Models and Motivation (Domain 3.2).

NEW QUESTION # 88

The win-lose approach to negotiation is also sometimes known as what?

- **A. Distributive bargaining**
- B. Brinkmanship
- C. Positional negotiation
- D. Gamesmanship

Answer: A

Explanation:

Distributive bargaining treats the deal as a fixed pie: what one party gains, the other loses. It typically uses competitive tactics aimed at claiming value rather than creating it and is closely associated with win-lose outcomes.

Reference: CIPS Level 5, L5M15 - Topic: Distributive (Competitive) vs Integrative (Collaborative) Negotiation.

NEW QUESTION # 89

What is meant by "marginal gains"?

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

Answer: A

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 # 90

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

Answer: D

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 # 91

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