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CIPS L5M15 CIPS Supplier Relationships



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CIPS L4M6 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• The role between relationships as a provider and the achievement of added value objectives• Understand the dynamics of relationships in supply chains
Topic 2	<ul style="list-style-type: none">• Understand structure and procedures for successful working with stakeholders• Identify main points made (positive for company) supplier
Topic 3	<ul style="list-style-type: none">• Analyse the purpose of organisational processes and practices in sourcing goods and services• The role between organisations in supply networks
Topic 4	<ul style="list-style-type: none">• Strategies to identify, support and purchase positioning• Secondary identification, assessment and valuation
Topic 5	<ul style="list-style-type: none">• Compare the practical consequences of transaction management• Compare the sources of added value that can be achieved through supply chain practices

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CIPS Advanced Negotiation Sample Questions (Q65-Q70):

NEW QUESTION # 65

A combination of which two behaviours fails to establish effective buyer-supplier relationships and can lead to aggressive negotiation tactics?

- A. Soft
- **B. Cold**
- **C. Tough**
- D. Warm

Answer: B,C

Explanation:

A cold (detached) and tough (adversarial) style discourages collaboration and may escalate conflict. CIPS categorises influencing behaviour across two dimensions—warm vs cold and tough vs soft—with "cold and tough" seen as destructive.

Reference: CIPS L5M15 - Influencing Behaviour Grid (Warm/Cold vs Tough/Soft, Domain 1.2).

NEW QUESTION # 66

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

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

Answer: C

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 # 67

Why is it important to build rapport during a negotiation?

- A. It demonstrates power and influence in the negotiation.
- B. It allows you to deviate from the agenda.
- C. It is a hard influencing technique that will help secure the desired outcome.
- **D. It is the process of building a relationship of mutual trust and understanding.**

Answer: D

Explanation:

In negotiation, rapport is about creating a foundation of mutual trust, respect, and understanding so that information flows more freely, misinterpretations are reduced, and collaborative problem-solving becomes easier. Strong rapport supports effective communication and smoother movement toward agreement.

Reference: CIPS Level 5, Advanced Negotiation (L5M15) - Topic: Building Rapport (Communication and Interpersonal Skills).

NEW QUESTION # 68

Clear negotiation objectives can be taken from a Business Needs Analysis. Which of the following areas would be included within a

Business Needs Analysis?Select THREE

- A. Budget
- B. Quality
- C. Staff
- D. Location
- E. Timescales

Answer: A,B,E

Explanation:

A Business Needs Analysis (BNA) identifies what the organisation requires from a contract or supplier before negotiation. Typical key criteria include budget (cost constraints), timescales (delivery or project duration), and quality (performance expectations). These factors form measurable negotiation objectives and KPIs.

Reference: CIPS L5M15 - Section: Business Needs Analysis in Negotiation Preparation (Domain 1.1).

NEW QUESTION # 69

Where two parties share the cost of implementing new production capabilities or in sharing costly storage /transport infrastructure, what type of strategic alliance is this?

- A. Operations and logistics
- B. Technology development
- C. Financial
- D. Marketing and sales

Answer: A

Explanation:

Sharing warehousing, distribution, or production capacity is characteristic of operations and logistics alliances-aimed at cost leverage, service improvements, and risk sharing in physical operations.

Reference: CIPS L5M15 - Types of alliances: operations/logistics collaboration.

NEW QUESTION # 70

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