

# Latest CIPS L4M5 Exam Test, Exam L4M5 Study Solutions

## L4M5 Study Set 2024/2025 Exam Questions with Detailed Verified Answers (100% Correct Answers) | Already Graded A+

What is a commercial negotiation? - **ANSWER ✓✓** A negotiation is the process whereby two or more parties decide what each will give and take in an exchange between them. A commercial negotiation generally is between organisations and can involve negotiating contracts and managing projects for the maximum return, as well identifying and developing new business opportunities

With examples explain where negotiation can occur in the procurement cycle? -

**ANSWER ✓✓** 1. Identification of need - internal negotiations with stakeholders  
2. Market commodity options - informs the negotiation process and evaluation of bargaining power between buyer and supplier can start at this stage.  
3. Develop plan/strategy - the decision regarding whether to negotiate or not, as well as plan objectives, plans, resources and the approach to achieve what you want.

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## CIPS Commercial Negotiation Sample Questions (Q60-Q65):

### NEW QUESTION # 60

Which best describes features of the recovery phase in a business cycle? Select TWO.

- A. Business confidence is low
- **B. Prices are stable or rising**
- C. Production capacity is reached
- **D. Consumer spending rises**
- E. New investment falls

**Answer: B,D**

Explanation:

In the recovery phase, economies move out of recession: consumer spending rises, demand grows, and prices begin to stabilise or increase. Confidence improves, investment starts picking up, and spare capacity is gradually absorbed. Low confidence and falling investment are features of recession, while full capacity is linked to boom phases. For negotiators, recovery phases may mean suppliers regain confidence to raise prices, requiring careful market analysis.

Reference: CIPS L4M5 (2nd ed.), LO 1.2 - Economic cycles and their implications for negotiation.

### NEW QUESTION # 61

Under EU public procurement directives, which of the following are procedures in which there is no commercial negotiation allowed?

- **A. Open Procedure**
- B. Competitive Dialogue
- **C. Restricted Procedure**
- D. Competitive Procedure with Negotiation
- E. Innovation Partnerships

**Answer: A,C**

Explanation:

Explanation

Under the European Union public procurement directives, all public sector bodies must abide by certain rules when they procure goods and services over a threshold value. These rules are codified under 5 procurement procedures:

1. Open Procedure
2. Restricted Procedure
3. Competitive Dialogue
4. Competitive Procedure with Negotiation
5. Innovation Partnerships.

Under normal circumstances, there is no commercial negotiation allowed under the two most commonly used procedure, Open and Restricted. Under these procedures, the prices and terms and conditions of contract should be decided via reference only to the tenderers' responses to the buyer's requests for tenders, and not through 'post-tender negotiation'. Under the other procedure, negotiation within the rules is permitted.

Interested learners can read more about these procedures here.

LO 1, AC 1.1

### NEW QUESTION # 62

Collaborative approach in negotiation not only can fully satisfies the concerns of both, but also ensure that neither party will seek to be opportunistic in later time during the life of the contract. Is this statement true?

- **A. No, because any party may leverage its own advantage during the contract**
- B. Yes, because all parties must have exactly the same goals in integrative negotiation

- C. Yes, because both parties have well understood each other's goals when they engage in collaborative negotiation
- D. No, because the parties will always find a compromise solution in integrative approach

**Answer: A**

Explanation:

Integrative, interest-based negotiation can facilitate constructive, positive relationship and establish contracts between parties on a foundation of goodwill. It is important to note it can only facilitate these positive outcomes, it does not guarantee that the other party will not seek to be opportunistic at a later time during the life of the contract. Previous knowledge of the behaviours of the other party regarding honouring contractual and other commitments will be useful here in predicting long-term outcomes, not ensuring that they will not leverage their advantages.

#### NEW QUESTION # 63

Colin Smith is preparing for a negotiation with a supplier that provides a chemical for grass fertiliser. Colin has been given an action to secure a commercial deal that achieves his organisation's objective of 'ethical and sustainable procurement.' As part of his negotiation plan, Colin is using the 'must, intend, like (MIL)' framework to prepare for the negotiation. Colin would categorise his organisation's objective within the negotiation plan as:

- A. Must have
- B. Likely to have
- C. Like to have
- D. Intend to have

**Answer: A**

Explanation:

Reference: CIPS L4M5 Study Guide, Section 3.1 - Planning and Preparation for Negotiation

#### NEW QUESTION # 64

The purpose of ongoing supplier relationship management following a negotiation and contract award is that it:

- A. 2 and 3 (Enables the buyer to persuade the supplier to renegotiate better terms and work with the supplier to resolve relationship problems)
- B. 1 and 2 (Enables the buyer to monitor supplier performance and persuade the supplier to renegotiate better terms)
- C. 1 and 3 (Enables the buyer to monitor supplier performance and work with the supplier to resolve relationship problems)
- D. 3 and 4 (Enables the buyer to work with the supplier to resolve relationship problems and evaluate unnecessary concessions)

**Answer: C**

Explanation:

Reference: CIPS L4M5 Study Guide, Section 1.1 - Types of Commercial Relationships

#### NEW QUESTION # 65

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