

# L5M15 Exam Sample - Exam L5M15 Course



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## CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>

## CIPS Advanced Negotiation Sample Questions (Q51-Q56):

### NEW QUESTION # 51

Which of the following are advantages of videoconferencing? Select THREE

- A. Participants can share screens.
- B. Negotiators can watch facial expressions of the other party.
- C. You can fully analyse the body language of the other party.
- D. It results in better outcomes than face-to-face meetings.
- E. It is convenient and quick.

**Answer: A,B,E**

Explanation:

Videoconferencing offers benefits such as screen sharing, speed and convenience, and the ability to observe facial expressions. However, it limits full body-language assessment and may reduce personal connection compared to face-to-face interactions.

Reference: CIPS L5M15 - Modern Communication Channels in Negotiation (Domain 2.1).

### NEW QUESTION # 52

Under what circumstances would you use parallel working with two suppliers?

- A. When the item is a bottleneck item, to reduce risk.
- B. When large orders exceed one supplier's capacity.
- C. When changing supplier, to ensure a smooth transition.
- D. When maintaining good relations with an old supplier.

**Answer: C**

Explanation:

Parallel working (or parallel running) is used when switching suppliers to ensure continuity of supply. Both suppliers operate simultaneously for a transition period until the new supplier demonstrates stability and quality.

Reference: CIPS L5M15 - Supplier Transition and Continuity Planning (Domain 1.3).

#### NEW QUESTION # 53

In what circumstances would it be acceptable to use gamesmanship and brinkmanship tactics?

- A. For long-term contracts
- B. For high-risk products
- C. Where the relationship is not important
- D. In international negotiations

**Answer: C**

Explanation:

Gamesmanship/brinkmanship are aggressive, high-pressure tactics that can harm relationships. They are generally reserved for one-off or transactional situations where ongoing relationship quality is not a priority.

Reference: CIPS L5M15 - Competitive Tactics: Gamesmanship & Brinkmanship (Domain 2.2).

#### NEW QUESTION # 54

Jonathan is a procurement manager who has been asked to gather primary data for an upcoming negotiation.

He sends out a survey. Was this correct?

- A. Yes - the survey will provide primary data.
- B. No - the survey will produce secondary data.
- C. No - surveys do not provide suitable information.
- D. Yes - the survey will ensure Jonathan wins the negotiation.

**Answer: A**

Explanation:

Primary data is original information gathered firsthand for a specific purpose - such as surveys, interviews, or focus groups. By contrast, secondary data comes from existing sources. A survey, therefore, is an appropriate primary data-gathering tool.

Reference: CIPS L5M15 - Intelligence Gathering for Negotiation (Domain 1.1).

#### NEW QUESTION # 55

Which of the following is not a personality characteristic in the OCEAN "Big Five" model?

- A. Openness
- B. Agreeableness
- C. Neuroticism
- D. Sensitivity

**Answer: D**

Explanation:

The Big Five traits are Openness, Conscientiousness, Extraversion, Agreeableness, Neuroticism (OCEAN). "Sensitivity" is not one of the five canonical factors.

Reference: CIPS L5M15 - Individual Differences and Big Five personality traits.

#### NEW QUESTION # 56

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