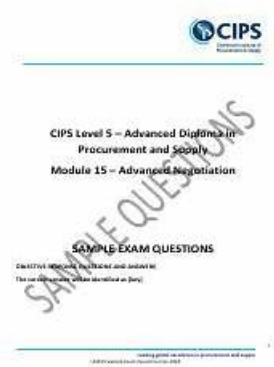


L5M15問題サンプル、L5M15テスト対策書



人生にはあまりにも多くの変化および未知の誘惑がありますから、まだ若いときに自分自身のために強固な基盤を築くべきです。あなた準備しましたか。It-PassportsのCIPSのL5M15試験トレーニング資料は最高のトレーニング資料です。IT職員としてのあなたは切迫感を感じましたか。It-Passportsを選んだら、成功への扉を開きます。頑張ってください。

CIPS L5M15 認定試験の出題範囲：

トピック	出題範囲
トピック 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.

トピック 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.
トピック 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.

>> L5M15問題サンプル <<

更新するL5M15問題サンプル & 合格スムーズL5M15テスト対策書 | 正確なL5M15日本語版対策ガイド

あなたはL5M15試験の重要性を意識しましたか。答えは「いいえ」であれば、あなたは今から早く行動すべきです。L5M15認定試験資格証明書を取得したら、給料が高い仕事を見つけることができます。また、L5M15練習問題を勉強したら、いろいろな知識を身につけることができます。L5M15練習問題は全面的な問題集からです。

CIPS Advanced Negotiation 認定 L5M15 試験問題 (Q69-Q74):

質問 # 69

Which of the following is not a cross-cultural factor of negotiation?

- A. Religion/belief/culture
- B. Financial and fiscal system
- C. Legal system
- **D. Environment**

正解: D

解説:

Cross-cultural negotiation factors include social/ethical norms, legal and political systems, business systems, infrastructure, and financial/fiscal systems. "Environment" in the ecological sense is not typically classified by CIPS as a cross-cultural negotiation factor. Reference: CIPS Level 5, L5M15 - Topic: Cross-Cultural Considerations in Negotiation.

質問 # 70

The negotiation tactic in which a person enters with preconceived ideas and attacks the opposition rather than working toward a wise agreement is known as:

- **A. Positional**
- B. Principled
- C. Lose-lose
- D. Win-win

正解: A

解説:

Positional bargaining starts from fixed stances and tends toward adversarial exchanges and concession trading, often impeding creative, interest-based outcomes.

Reference: CIPS L5M15 - Approaches to Negotiation: Positional vs Principled (Domain 2.2).

質問 # 71

The quality of being honest and having strong moral principles is known as what?

- A. Integrity
- B. Transparent
- C. Truthful
- D. Direct

正解: A

解説:

Integrity refers to ethical consistency-acting honestly, fairly, and in accordance with moral principles, even under pressure. It underpins trust and credibility in procurement and negotiation.

Reference: CIPS L5M15 - Ethics and Professional Standards (Integrity).

質問 # 72

Party City Ltd is negotiating with Cuppa Inc. After two hours, the discussion reaches a deadlock. What should Party City Ltd do?

- A. Suggest taking a break.
- B. Start using hardball techniques.
- C. Concede some issues to ensure conversations continue.
- D. Walk away from the negotiation - it is clear they will not get what they want.

正解: A

解説:

When negotiations stall, best practice (according to CIPS) is to pause the meeting rather than escalate tension or concede prematurely. Taking a break allows time to reflect, regroup, and explore creative solutions. Other remedies include summarising agreed points, involving a neutral mediator, or escalating strategically.

Reference: CIPS L5M15 - Managing Deadlock and Stalemate in Negotiations.

質問 # 73

Which of the following is a soft skill that is important in procurement and supply?

- A. Computer skills
- B. Knowledge
- C. Influencing skills
- D. Financial acumen

正解: C

解説:

Soft skills are interpersonal attributes that enable effective collaboration and impact. In the L5M15 context, influencing skills are highlighted as critical to negotiation and stakeholder engagement, whereas financial acumen, computer skills, and domain knowledge are typically classified as technical/hard skills.

Reference: CIPS L5M15 - Communication & Interpersonal Skills / Soft vs Hard Skills (Domain 3.1).

質問 # 74

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実際、私たちはL5M15試験参考書に関するサービスとお客様に対する忠実がずっと続いています。だから、L5M15試験参考書に関連して、何か質問がありましたら、遠慮無く私たちとご連絡致します。私たちのサービ

L5M15テスト対策書: <https://www.it-passports.com/L5M15.html>

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