

CIPS L5M15 Advanced Negotiation Questions - With 25% Discount Offer [2026]



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CIPS L5M15 Exam Syllabus Topics:

| Topic | Details |
|---------|--|
| Topic 1 | <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 2 | <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 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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CIPS Advanced Negotiation Sample Questions (Q55-Q60):

NEW QUESTION # 55

Dominic has reached a deadlock. He shifts focus to what happens if both parties cannot agree. What tactic is Dominic using?

- A. BATNA
- B. The nibble
- C. Take it or leave it
- D. Framing the agenda

Answer: D

Explanation:

Framing involves guiding attention toward specific consequences or perspectives. By emphasising the outcome of no agreement, Dominic reframes the discussion around the implications of failure, potentially prompting reconsideration.

Reference: CIPS L5M15 - Framing Agendas and Issue Management (Domain 1.2).

NEW QUESTION # 56

What is meant by the Power Approach to negotiation?

- A. Inequality of power is a barrier to close relationships
- B. Agreements are made on mutual interest
- C. More relative power means the negotiator can be proactive rather than reactive
- D. Relationships based on power should be discouraged

Answer: C

Explanation:

Following Andrew Cox, relative power strongly shapes sourcing outcomes; greater buyer (or supplier) power enables a more proactive stance in shaping terms and managing the relationship. Power asymmetry does not automatically preclude close relationships.

Reference: CIPS L5M15 - The Power Perspective in Buyer-Supplier Relationships (Domain 2.2).

NEW QUESTION # 57

In a negotiation that centres on Behavioural Negotiation tactics, which of the following is true?

- A. Parties should use constructive influencing behaviours.
- B. Parties should focus on achieving the best possible outcome.
- C. Parties should meet in a neutral location.
- D. Parties should never disagree with each other.

Answer: A

Explanation:

Behavioural negotiation emphasises constructive influencing behaviours-active listening, empathy, and fairness-to strengthen relationships and achieve sustainable results, rather than adversarial or manipulative approaches.

Reference:CIPS L5M15 -Behavioural Approaches to Negotiation (Domain 2.1).

NEW QUESTION # 58

When you have awareness of a skill but are not yet proficient, which stage of competence applies?

- A. Unconscious competence
- B. Conscious competence
- C. Conscious incompetence
- D. Unconscious incompetence

Answer: C

Explanation:

Conscious incompetence means recognising a skill gap-you understand what's required but haven't yet mastered it. It's the second stage in the four-stage competence model: (1) Unconscious incompetence # (2) Conscious incompetence # (3) Conscious competence # (4) Unconscious competence.

Reference:CIPS L5M15 -Learning & Skills Development in Negotiation (Domain 3.2).

NEW QUESTION # 59

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

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

Answer: B

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 # 60

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