

# 시험대비L5M15최신덤프데모다운덤프최신샘플



Pass4Tes가 제공하는 제품을 사용함으로써 여러분은 IT업계하이클래스와 멀지 않았습니다. Pass4Tes가 제공하는 인증시험덤프는 여러분을CIPS인증L4M5시험을 안전하게 통과하는 물론 관련전업지식장악에도 많은 도움이 되며 또한 우리는 일년무료 업데이트서비스를 제공합니다.

CIPS L4M5 시험은 조달, 공급망 관리, 영업, 마케팅 및 협상 기술이 필요한 다른 상업적 역할에 참여한 개인들에게 적합합니다. 이 시험은 특히 협상 기술을 향상시키고 상업적 협상에서 성공적인 결과를 이루는 능력을 향상시키려는 사람들에게 유익합니다. CIPS L4M5 시험은 개인들이 협상 프로세스에 대한 철저한 이해력을 개발하도록 설계되었으며, 다양한 상업적 환경에서 효과적으로 협상하기 위해 필요한 도구와 기술을 제공합니다. 전반적으로, CIPS L4M5 시험은 조달, 공급망 관리, 영업 또는 마케팅 분야에서 경력을 발전시키고자하는 모든 사람들에게 필수적인 자격증입니다.

CIPS L4M5 (Commercial Negotiation) 시험은 CIPS (Chartered Institute of Procurement and Supply)에서 제공하는 세계적으로 인정받는 자격증입니다. 이 시험은 조달 및 공급망 전문가들이 상업적 협상의 기술에 대한 지식과 기술을 시험하는 것을 목적으로 합니다. 이 시험은 후보자들이 공급 업체 및 기타 이해관계자들과 효과적으로 협상하여 유리한 결과를 이끌어 내기 위해 필요한 기술과 지식을 제공하는 것에 중점을 둡니다.

>> [L4M5최신 시험 최신덤프자료] <<

시험준비가장좋은L4M5최신시험최신덤프자료덤프최신샘플

BONUS!!! Fast2test L5M15 시험 문제집 전체 버전을 무료로 다운로드하세요: <https://drive.google.com/open?id=11o5Fgv1HMmQlvzPx6J5sMNn-DCMpwJ7>

L5M15인증시험은 IT업계에 종사하고 계신 분이시라면 최근 많은 인기를 누리고 있다는 것을 알고 계실것입니다. L5M15인증시험을 패스하여 자격증을 취득하는데 가장 쉬운 방법은 Fast2test에서 제공해드리는 L5M15덤프를 공부하는 것입니다. CIPS L5M15덤프에 있는 문제와 답만 기억하시면 L5M15시험을 패스하는데 많은 도움이 됩니다. 덤프구매후 최신버전으로 업데이트되면 업데이트버전을 시스템 자동으로 구매시 사용한 메일주소로 발송해드려 덤프유효기간을 최대한 길게 연장해드립니다.

## CIPS L5M15 시험요강:

주제	소개
주제 1	<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>

주제 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>
주제 3	<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>

>> L5M15최신 덤프데모 다운 <<

## L5M15최신 덤프데모 다운 최신버전 공부자료

여러분이 다른 사이트에서도 CIPS 인증 L5M15 시험 관련 덤프 자료를 보셨을 것입니다 하지만 우리 Fast2test의 자료만의 최고의 전문가들이 만들어낸 제일 전면적이고 또 최신 업데이트일 것입니다. 우리 덤프의 문제와 답으로 여러분은 꼭 한번에 CIPS 인증 L5M15 시험을 패스하실 수 있습니다.

## 최신 CIPS Level 5 Advanced Diploma in Procurement and Supply L5M15 무료 샘플문제 (Q27-Q32):

### 질문 # 27

When assessing risks of a potential negotiation, you should mitigate all risks found. Is this the correct approach?

- A. No - some risks should be tracked and accepted.
- B. Yes - there should be no risks in a negotiation.
- C. Yes - all risks should be removed before negotiation.
- D. No - all risks should be monitored but not mitigated.

정답: A

### 설명:

CIPS emphasises proportionate risk management. Low-impact/low-probability risks should be monitored or accepted, while high-impact or high-probability risks should be mitigated or eliminated. Attempting to remove all risks wastes resources.

Reference: CIPS L5M15 - Risk Assessment and Mitigation Matrices (Domain 2.1).

### 질문 # 28

Kelly is a lead negotiator preparing for a meeting with a supplier. Her approach is to appear "warm and tough." Which of the following behaviours should Kelly exhibit?

- A. Overly friendly
- B. Dominating and aggressive
- C. Confident and assertive
- D. Disinterested

정답: C

**설명:**

"Warm and tough" means balancing firmness on issues with respect and empathy in style. Confidence and assertiveness maintain authority while preserving positive tone-ideal for collaborative negotiation.

Reference:CIPS L5M15 -Influencing Behaviours in Negotiation: Warm vs Tough Styles.

**질문 # 29**

Which of the following are incentives to increase supplier performance? Select TWO

- A. Service credits
- B. Gain share
- C. Pain share
- D. Bonus payments

**정답: B,D**

**설명:**

Gain share and bonus payments are positive incentives that encourage suppliers to perform beyond baseline requirements. Gain share rewards suppliers for creating mutual cost savings or innovation benefits, while bonus payments recognise exceeding service or delivery targets.

In contrast, pain share and service credits are deterrents for underperformance, not motivators.

Reference:CIPS L5M15 -Supplier Performance Incentives and Contractual Mechanisms (Domain 1.3).

**질문 # 30**

Which influencing styles are most suitable for a high-risk, high-value project aiming to form a partnership?

- A. Asserting, pressuring
- B. Inspiring, collaborating, consulting
- C. Bridging, integration, coalition
- D. Rationalising, appraising

**정답: B**

**설명:**

In high-value, high-risk partnerships, success depends on collaboration, trust, and shared goals. Hence, inspiring, consulting, and collaborating styles promote open communication and joint problem-solving.

Reference:CIPS L5M15 -Supply Position Model and Influencing Styles (Domain 3.2).

**질문 # 31**

Which of the following are incentives to increase supplier performance? Select TWO

- A. Service credits
- B. Gain share
- C. Pain share
- D. Bonus payments

**정답: B,D**

**설명:**

Gain share and bonus payments are positive incentives that encourage suppliers to perform beyond baseline requirements. Gain share rewards suppliers for creating mutual cost savings or innovation benefits, while bonus payments recognise exceeding service or delivery targets.

In contrast, pain share and service credits are deterrents for underperformance, not motivators.

Reference:CIPS L5M15 -Supplier Performance Incentives and Contractual Mechanisms (Domain 1.3).

**질문 # 32**

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