

L5M15最新題庫 - L5M15測試引擎



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突然發現，很多人對自己未來的所有計劃都有同一個開頭——等我有了錢.....但是，IT認證考試不能等。如果你覺得購買 CIPS 的 L5M15 考試培訓資料利用它來準備考試是一場冒險，那麼整個生命就是一場冒險，走得最遠的人常常就是願意去做願意去冒險的人。而 NewDumps 的 L5M15 考資料根據最新的考試動態變化而更新，會在第一時間更新 L5M15 題庫。

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>> L5M15最新題庫 <<

L5M15測試引擎 & L5M15題庫下載

當你被失敗擁抱時，也許成功正在一邊等著你。L5M15 考古題含蓋最新的 CIPS 考試指南，由專業的 CIPS 認證專家進行編訂適合全球考生適用的題庫版本，保證考生都可以通過考試。讓考生遠離考試失敗的憂慮。如果考生沒有把握通過考試，本文將力薦 CIPS L5M15 考古題，含蓋最新的考試指南，確保考生順利通過 L5M15 考試。

CIPS L5M15 考試大綱：

主題	簡介
主題 1	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.

主題 2	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.
主題 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.

最新的 CIPS Level 5 Advanced Diploma in Procurement and Supply L5M15 免費考試真題 (Q16-Q21):

問題 #16

A manager identifies an issue and discusses it with the team, taking on board their input. Which leadership strategy is this?

- A. Joining
- **B. Consulting**
- C. Selling
- D. Telling

答案: B

解題說明:

Consulting leadership involves engaging team members in decision-making, valuing their input before implementing actions. It encourages ownership, trust, and collaboration-sitting between directive and participative styles.

Reference:CIPS L5M15 -Leadership Styles in Team Negotiation (Domain 3.2).

問題 #17

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

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

答案: D

解題說明:

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).

問題 #18

Which of the following is a disadvantage of a positional approach to negotiation? Select TWO.

- A. It always leads to a win-lose outcome.
- B. It allows the other party to know what you wish to achieve.

- C. It allows for little flexibility.
- D. Individuals can become rigid and entrenched.

答案： C,D

解題說明：

Positional bargaining starts with fixed opening stances and trades concessions from those stances. This often reduces flexibility and can make participants defensive or entrenched, inhibiting creativity and joint problem- solving.

Reference:CIPS L5M15 - Approaches to negotiation: Positional vs Principled.

問題 #19

Principled Negotiation is an approach that attempts to achieve what outcome?

- A. Win-lose
- B. The other party concedes on all items
- C. Win-win
- D. The quickest outcome

答案： C

解題說明：

Principled (interest-based) negotiation aims to create value and reach mutual gain by separating people from problems, focusing on interests, generating options, and applying objective criteria-hallmarks of win-win.

Reference:CIPS L5M15 - Principled/Interest-Based Negotiation (Domain 2.2).

問題 #20

Why is it important to build rapport during a negotiation?

- A. It is the process of building a relationship of mutual trust and understanding.
- B. It is a hard influencing technique that will help secure the desired outcome.
- C. It demonstrates power and influence in the negotiation.
- D. It allows you to deviate from the agenda.

答案： A

解題說明：

In negotiation, rapport is about creating a foundation of mutual trust, respect, and understanding so that information flows more freely, misinterpretations are reduced, and collaborative problem-solving becomes easier. Strong rapport supports effective communication and smoother movement toward agreement.

Reference:CIPS Level 5, Advanced Negotiation (L5M15) - Topic: Building Rapport (Communication and Interpersonal Skills).

問題 #21

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