

Free PDF Newest L5M15 - Valid Advanced Negotiation Exam Materials



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CIPS L5M15 Exam Syllabus Topics:

| Topic | Details |
|---------|--|
| Topic 1 | <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. |

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|---------|---|
| Topic 2 | <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 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 (Q61-Q66):

NEW QUESTION # 61

Which of the following are disadvantages of entering into a strategic alliance? Select TWO

- A. Access to resources
- B. Confidentiality
- C. Economies of scale
- D. Disputes

Answer: B,D

Explanation:

While alliances can deliver benefits (e.g., shared resources, economies of scale), they also pose risks, notably confidentiality issues (data sharing vulnerability) and potential disputes over governance, profit sharing, or objectives.

Reference: CIPS L5M15 - Strategic Alliances: Advantages & Disadvantages (Domain 3.1).

NEW QUESTION # 62

The win-lose approach to negotiation is also sometimes known as what?

- A. Gamesmanship
- B. Distributive bargaining
- C. Positional negotiation
- D. Brinkmanship

Answer: B

Explanation:

Distributive bargaining treats the deal as a fixed pie: what one party gains, the other loses. It typically uses competitive tactics aimed

at claiming value rather than creating it and is closely associated with win-lose outcomes.

Reference:CIPS Level 5, L5M15 - Topic: Distributive (Competitive) vs Integrative (Collaborative) Negotiation.

NEW QUESTION # 63

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

Answer: D

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 # 64

In an exploitative authoritative form of management, which of the following is true?

- A. Motivation is based on threats and decisions are imposed on subordinates.
- B. Responsibility is shared throughout the hierarchy.
- C. Motivation is based on rewards and communication is limited.
- D. Leadership involves trust and teamwork.

Answer: A

Explanation:

Underexploitative authoritative management (Rensis Likert model), leaders rely on fear and punishment to control subordinates. Communication is top-down and trust is minimal-contrasting with participative or consultative styles. Reference:CIPS L5M15 -Leadership Models and Motivation (Domain 3.2).

NEW QUESTION # 65

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

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

Answer: A,C

Explanation:

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).

NEW QUESTION # 66

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