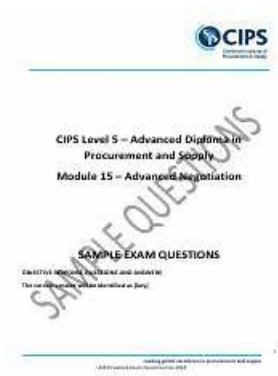


CIPS L5M15 Hot Questions & Real L5M15 Question



P.S. Free 2026 CIPS L5M15 dumps are available on Google Drive shared by ValidVCE: <https://drive.google.com/open?id=1a32B73Zay51WifcFSqM8BEj63TB5wx3>

The pass rate is 98%, and we also pass guarantee if you buy L5M15 study materials of us. We have received many good feedbacks of the L5M15 exam dumps. You also enjoy free update for one year after your payment, and if you have any questions about the L5M15 Exam Dumps, just ask our online service stuff, they will give a reply immediately, or you can send email to us, we will answer you as quickly as we can. Therefore, just contact us if you have the confusions about the L5M15 study materials.

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 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.
Topic 3	<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.

>> CIPS L5M15 Hot Questions <<

Real L5M15 Question - L5M15 Valid Test Tutorial

If you feel that you purchase ValidVCE CIPS L5M15 exam training materials, and use it to prepare for the exam is an adventure, then the whole of life is an adventure. Gone the furthest person is who are willing to do it and willing to take risks. Not to mention that ValidVCE CIPS L5M15 exam training materials are many candidates proved in practice. It brings the success of each candidate is also real and effective. Dreams and hopes are important, but more important is to go to practice and prove. The ValidVCE CIPS L5M15 Exam Training materials will be successful, select it, you have no reason unsuccessful !

CIPS Advanced Negotiation Sample Questions (Q79-Q84):

NEW QUESTION # 79

For a high-value or high-risk project, which of the following are key actions in negotiation?Select TWO.

- A. Have a win-lose approach to negotiation.
- B. Use ploys and tactics.
- C. Prepare thoroughly before the negotiation.
- D. Host the meeting at your premises.
- E. Use a multi-disciplinary team.

Answer: C,E

Explanation:

High-risk or high-value negotiations require thorough preparation-understanding goals, alternatives, and stakeholder expectations-and often benefit from a cross-functional team bringing varied expertise. This improves quality of analysis and decision-making.
Reference:CIPS L5M15 -Negotiation Preparation and Planning for Complex Projects.

NEW QUESTION # 80

Robert and Debbie want to formalise a business relationship and share resources to deliver a high-risk, high- value project. What type of relationship should they seek?

- A. Preferred supplier
- B. Arm's-length relationship
- C. Strategic partnership
- D. Strategic alliance

Answer: C

Explanation:

A strategic partnership is a formal, high-involvement relationship with shared resources and joint governance-appropriate where risk/value is high and close collaboration is essential. Strategic alliances can be looser and not always resource-sharing. Reference: CIPS L5M15 - Relationship types and suitability (high risk/high value).

NEW QUESTION # 81

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

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

Answer: A

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 # 82

According to Maslow's hierarchy of needs, which is the most basic human need?

- A. Belonging
- B. Physiological
- C. Emotional
- D. Safety

Answer: B

Explanation:

Physiological needs (air, water, food, rest) sit at the base of Maslow's pyramid. Higher-order needs (safety, belonging, esteem, self-actualisation) become salient once lower levels are reasonably satisfied.

Reference: CIPS L5M15 - Motivation theories applied to negotiation.

NEW QUESTION # 83

Daniel is the lead negotiator for a deal with a potential supplier. He is quick-thinking, assertive, and has strong market knowledge. Which type of product is Daniel negotiating about?

- A. Low value, high risk
- B. Low value, low risk
- C. High value, high risk
- D. High value, low risk

Answer: D

Explanation:

Assertive, decisive negotiation styles align with high-value, low-risk situations, typically requiring competitive behaviour to maximise value without the complexity of shared risk.

Reference: CIPS L5M15 - Negotiation Styles and Specialist Tools Table (Domain 1.2).

NEW QUESTION # 84

.....

ValidVCE customizable & advanced L5M15 online test engine can create a real exam simulation environment to help to prepare for your CIPS L5M15 exam test. The intelligence and humanization can inspire your desire for L5M15 exam test study. Besides, the L5M15 online test engine is suitable for all the electronic devices without any installation restriction. We know that time is very

precious for everyone in the society. While ValidVCE L5M15 Online Test engine can help you study efficiently. Now, you see, with the L5M15 online test engine, you can get a score after each test, thus you will know your error and enhance your weakness. Besides, you can set the frequency of occurrence of the questions you made mistake. With the high study efficiency and valid L5M15 exam torrent, passing the L5M15 actual test is no longer a problem.

Real L5M15 Question: <https://www.validvce.com/L5M15-exam-collection.html>

- [illegible]

2026 Latest ValidVCE L5M15 PDF Dumps and L5M15 Exam Engine Free Share: <https://drive.google.com/open?id=1a32B73Zay51WifcFSqM8BEj63TB5wx3>