

# L5M15 Valid Test Format & Accurate L5M15 Prep Material

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Mr. Saubhik Bhaumik

Age / Sex : 28 YRS / M  
Referred by : Dr. Sachin Patil (MBBS)  
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HAEMATOLOGY			
TEST	VALUE	UNIT	REFERENCE
MALARIA PARASITE (CARD TEST)			
PLASMODIUM FALCIPARUM "PF"	POSITIVE		
PLASMODIUM VIVAX "PV"	POSITIVE		

**Malaria antigen detection-whole blood**  
Four species of the plasmodium parasites are responsible for human malaria infections: P. falciparum, P. vivax, P. ovale and P. malariae. Early detection and differentiation of malaria is of paramount importance due to incidence of cerebral malaria and drug resistance associated with P. falciparum malaria causing most of the morbidity and mortality worldwide.

**Test Utility**  
The current test is a qualitative test for detection of the P. falciparum specific histidine rich protein-2 (Pf. HRP-2) and P. vivax specific lactate dehydrogenase (pLDH) in whole blood samples. The assay is able to detect and distinguish P. vivax and P. falciparum infections and also identify mixed infections.

**Notes & Limitations**  
The test detects P. falciparum specific HRP-2 and P. vivax specific LDH, a negative test result does not rule out infection with P. ovale and P. malariae. Constant exposure to the malarial parasites, as seen in areas of high endemicity, may result in positive results with doubtful clinical significance. Hence, the results must always be correlated with clinical history and relevant epidemiological and therapeutic context.

--- End of report ---

  
Mr. Sachin Sharma  
DMT, Lab Incharge

  
Dr. A. K. Ashana  
MBBS, MD Pathologist

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NOT VALID FOR MEDICO LEGAL PURPOSE  
Work timings: Monday to Sunday, 8 am to 8 pm  
Please correlate clinically. Although the test results are checked thoroughly, in case of any unexpected test results which could be due to machine error or typing error or any other reason please contact the lab immediately for a free evaluation.

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## CIPS L5M15 Exam Syllabus Topics:

Topic	Details

Topic 1	<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>
Topic 2	<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>
Topic 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>

#### >> L5M15 Valid Test Format <<

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### CIPS Advanced Negotiation Sample Questions (Q54-Q59):

#### NEW QUESTION # 54

Procurement or contract risk can come in many forms. A STEEPLE analysis can provide awareness of potential risk factors. Which of the following factors are included within a STEEPLE analysis?

- A. Legal, ethical, political
- B. Social, time, environment
- C. Legitimate, ethical, economic
- D. Ergonomic, technological, political

**Answer: A**

Explanation:

STEEPLE analysis(Social, Technological, Economic, Environmental, Political, Legal, Ethical) helps identify external factors that could create risks or opportunities in procurement. It broadens situational awareness beyond immediate operational issues. Reference:CIPS L5M15 -Environmental Scanning and Risk Awareness: STEEPLE Model (Domain 2.1).

#### NEW QUESTION # 55

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. High value, low risk**
- C. High value, high risk
- D. Low value, low risk

**Answer: B**

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 # 56

DSA is expanding its procurement team and wants recruits with soft skills useful in procurement. Which of the following are soft skills?Select THREE.

- **A. Change management**
- B. Knowledge of local markets
- **C. Communication**
- **D. Influencing**
- E. Mathematical capability

**Answer: A,C,D**

Explanation:

Soft skills are interpersonal and behavioural capabilities that enable effective collaboration and impact, such as communication, influencing, and managing change. Technical/market knowledge and numerical skills are valuable but are classed as hard/technical skills rather than soft skills.

Reference:CIPS Level 5, L5M15 - Topic: Soft vs. Hard Skills in Negotiation.

### NEW QUESTION # 57

Which of the following is a soft skill that is important in procurement and supply?

- A. Computer skills
- B. Knowledge
- **C. Influencing skills**
- D. Financial acumen

**Answer: C**

Explanation:

Soft skills are interpersonal attributes that enable effective collaboration and impact. In the L5M15 context, influencing skills are highlighted as critical to negotiation and stakeholder engagement, whereas financial acumen, computer skills, and domain knowledge are typically classified as technical/hard skills.

Reference:CIPS L5M15 - Communication & Interpersonal Skills / Soft vs Hard Skills (Domain 3.1).

### NEW QUESTION # 58

Why is it important to build rapport during a negotiation?

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

**Answer: B**

Explanation:

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).

## NEW QUESTION # 59

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