

# Latest L5M15 Exam Objectives | New L5M15 Test Blueprint



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## CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 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>

Topic 2	<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>
Topic 3	<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>

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## **Advanced Negotiation Test Questions and Answers are Easy to Understand - DumpsValid**

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### **CIPS Advanced Negotiation Sample Questions (Q46-Q51):**

#### **NEW QUESTION # 46**

Explaining the benefit of an option is a soft tactic often used in negotiations. What is this commonly known as?

- A. Inspirational appeal
- B. Ingratiation
- C. Consultation
- D. Apprising

#### **Answer: D**

Explanation:

"Apprising" means spelling out how a proposal benefits the other party (e.g., efficiencies, cost savings, risk reduction). It's a classic soft, pull-style tactic that aims to increase willingness by linking options to the counterpart's interests.

Reference:CIPS L5M15 - Negotiation tactics: soft/pull tactics (Apprising).

#### **NEW QUESTION # 47**

What is meant by the Power Approach to negotiation?

- A. Agreements are made on mutual interest
- B. Relationships based on power should be discouraged
- C. Inequality of power is a barrier to close relationships
- D. More relative power means the negotiator can be proactive rather than reactive

#### **Answer: D**

Explanation:

Following Andrew Cox, relative power strongly shapes sourcing outcomes; greater buyer (or supplier) power enables a more proactive stance in shaping terms and managing the relationship. Power asymmetry does not automatically preclude close relationships.

Reference: CIPS L5M15 - The Power Perspective in Buyer-Supplier Relationships (Domain 2.2).

#### NEW QUESTION # 48

In Herzberg's Two-Factor Theory, which of the following factors affect motivation? Select TWO

- A. Fun factors
- B. Demotivation factors
- C. Hygiene factors
- D. Motivation factors

**Answer: C,D**

Explanation:

Herzberg identified motivators (e.g., achievement, recognition, responsibility) that increase satisfaction, and hygiene factors (e.g., pay, conditions) that prevent dissatisfaction. Both affect workplace motivation in different ways.

Reference: CIPS L5M15 - Motivation Theories in Negotiation Contexts (Domain 3.2).

#### NEW QUESTION # 49

Which of the following is a negative body-language signal?

- A. Crossed arms
- B. Mirroring the other person's body language
- C. Eye contact
- D. Smiling

**Answer: A**

Explanation:

Crossed arms are commonly read as closed/defensive, which can hinder rapport. In contrast, natural smiling, appropriate eye contact, and subtle mirroring generally support openness and trust.

Reference: CIPS L5M15 - Communication and rapport: non-verbal behaviours.

#### NEW QUESTION # 50

When you have awareness of a skill but are not yet proficient, which stage of competence applies?

- A. Unconscious competence
- B. Unconscious incompetence
- C. Conscious competence
- D. Conscious incompetence

**Answer: D**

Explanation:

Conscious incompetence means recognising a skill gap - you understand what's required but haven't yet mastered it. It's the second stage in the four-stage competence model: (1) Unconscious incompetence # (2) Conscious incompetence # (3) Conscious competence # (4) Unconscious competence.

Reference: CIPS L5M15 - Learning & Skills Development in Negotiation (Domain 3.2).

#### NEW QUESTION # 51

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