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17. The following are values that should be practiced when playing football. Which one is not?

- A. Honesty
- B. Respect
- C. Disobedience
- D. Unity

18. The part of a drum used to carry it is called

- A. tuning lace
- B. sling
- C. membrane
- D. resonator

19. Which of the following items can be used for scratching when creating forms using the crayon etching technique?

- A. Toothpick
- B. Sharpener
- C. Eraser
- D. Piece of cloth

20. Zainabu wants to improvise the ball shown below for playing football.



Which material should **not** be used?

- A. Old socks
- B. Strings
- C. Sponge
- D. Stones

21. The part of a still life object where light cannot reach is always

- A. white
- B. dark
- C. bright
- D. very light

22. The Indian ink used in crayon etching is a form of

- A. oil-based paint
- B. waxed paper
- C. powdered paint
- D. coloured pencil

23. Sharp tools used in crayon etching should not be shared because

- A. they break easily
- B. they are always dirty
- C. they can spread diseases
- D. they are difficult to find

24. After making crayons, Grade 5 learners washed their hands mainly to

- A. maintain cleanliness
- B. continue making crayons
- C. dry the crayons faster
- D. change the colour of crayons

25. When football is being played, each team should have how many goalkeepers in the field?

- A. Two
- B. One
- C. Four
- D. Three

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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 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 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>

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### CIPS Advanced Negotiation Sample Questions (Q50-Q55):

#### NEW QUESTION # 50

Oscar is joining a negotiation team. His brother is the CEO of the supplier. What behaviour is this an example of?

- A. Hidden agenda
- B. Conflict of interest
- C. False claim
- D. Favouritism

**Answer: B**

Explanation:

A conflict of interest arises when personal relationships or financial interests could influence—or appear to influence—professional judgement. It must be declared and managed to maintain ethical integrity.

Reference: CIPS L5M15 - Ethical Behaviour and Conflicts of Interest.

#### NEW QUESTION # 51

Using praise or flattery in a negotiation is the use of which of the following tactics?

- A. Exchange
- B. Personal appeal
- C. Collaboration
- D. Ingratiation

**Answer: D**

Explanation:

Ingratiation involves using flattery, praise, or friendliness to increase likability and influence. It's a soft tactic often used to build rapport and reduce resistance before discussing substantive issues.

Reference:CIPS L5M15 -Soft Tactics and Relationship Building (Domain 3.1).

#### NEW QUESTION # 52

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. Leadership involves trust and teamwork.
- C. Responsibility is shared throughout the hierarchy.
- D. Motivation is based on rewards and communication is limited.

**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 # 53

When may the outcome of a negotiation be described as win: perceived win?

- A. When using positional bargaining
- B. When one of the parties is less experienced
- C. When negotiations are rushed
- D. When there is a power imbalance between the two parties

**Answer: D**

Explanation:

A win : perceived win occurs where a powerful party wins substantive outcomes while the weaker party believes it has also "won," often due to power asymmetry and framing.

Reference:CIPS L5M15 - Power, Perception and Outcome Typologies (Domain 2.2).

#### NEW QUESTION # 54

Which of the following is not a base of power?

- A. Legitimate
- B. Financial
- C. Referent
- D. Informational

**Answer: B**

Explanation:

The six recognised bases of power are informational, legitimate, referent, coercive, reward, and expert.

Financial power is not classified separately-it can fall under reward or resource power, but not as a formal category.

Reference:CIPS L5M15 -Power in Negotiation (French & Raven's Six Bases) (Domain 3.1).

#### NEW QUESTION # 55

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