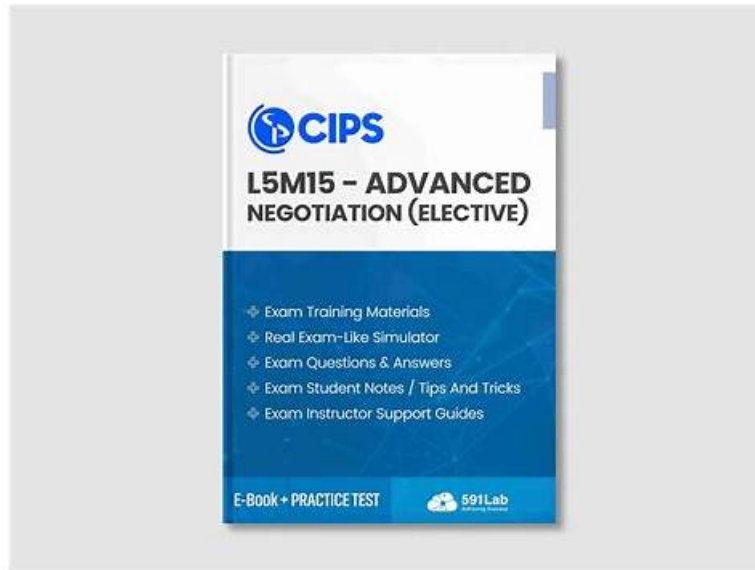


Quiz 2026 CIPS Accurate L5M15: Advanced Negotiation Valid Dumps



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CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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 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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CIPS Advanced Negotiation Sample Questions (Q39-Q44):

NEW QUESTION # 39

In what circumstances would it be acceptable to use gamesmanship and brinkmanship tactics?

- A. For long-term contracts
- B. In international negotiations
- C. For high-risk products
- D. Where the relationship is not important

Answer: D

Explanation:

Gamesmanship/brinkmanship are aggressive, high-pressure tactics that can harm relationships. They are generally reserved for one-off or transactional situations where ongoing relationship quality is not a priority.

Reference: CIPS L5M15 - Competitive Tactics: Gamesmanship & Brinkmanship (Domain 2.2).

NEW QUESTION # 40

Which of the following are examples of reciprocated concessions? Select TWO

- A. Party A offers a discount for better payment terms.
- B. Party A agrees a 2% discount and Party B accepts.
- C. Party A offers a larger delivery, and Party B agrees to pay 50% upfront while Party A waives the delivery charge.
- D. Party A walks away, and Party B offers a concession to continue talks.

Answer: A,C

Explanation:

Reciprocated concessions occur when both sides trade something of value—such as exchanging discounts for improved terms. This supports balanced negotiation progress and fosters trust.

Reference: CIPS L5M15 - Concession Management and Reciprocity in Negotiation (Domain 1.2).

NEW QUESTION # 41

Which of the following is not a cross-cultural factor of negotiation?

- A. Financial and fiscal system
- B. Religion/belief/culture
- C. Environment
- D. Legal system

Answer: C

Explanation:

Cross-cultural negotiation factors include social/ethical norms, legal and political systems, business systems, infrastructure, and financial/fiscal systems. "Environment" in the ecological sense is not typically classified by CIPS as a cross-cultural negotiation factor.

Reference: CIPS Level 5, L5M15 - Topic: Cross-Cultural Considerations in Negotiation.

NEW QUESTION # 42

Why is it important to build rapport during a negotiation?

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

Answer: A

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 # 43

Mohammed is a Procurement Manager who believes push influencing techniques are the most effective for securing low prices. Is this correct?

- A. No - Mohammed should always use pull techniques instead of push.
- B. No - Mohammed can also use pull techniques, which may help build trust.
- C. Yes - push techniques show power whereas pull techniques show weakness.
- D. Yes - you should always use a push technique when discussing price.

Answer: B

Explanation:

Effective negotiators adapt between push and pull styles depending on context. While push techniques (assertion, logic) can help when cost pressure is key, pull techniques (consulting, inspiring) strengthen relationships and trust-vital for long-term supplier collaboration.

Reference:CIPS L5M15 - Adaptive Influencing Styles in Negotiation (Domain 3.1).

NEW QUESTION # 44

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