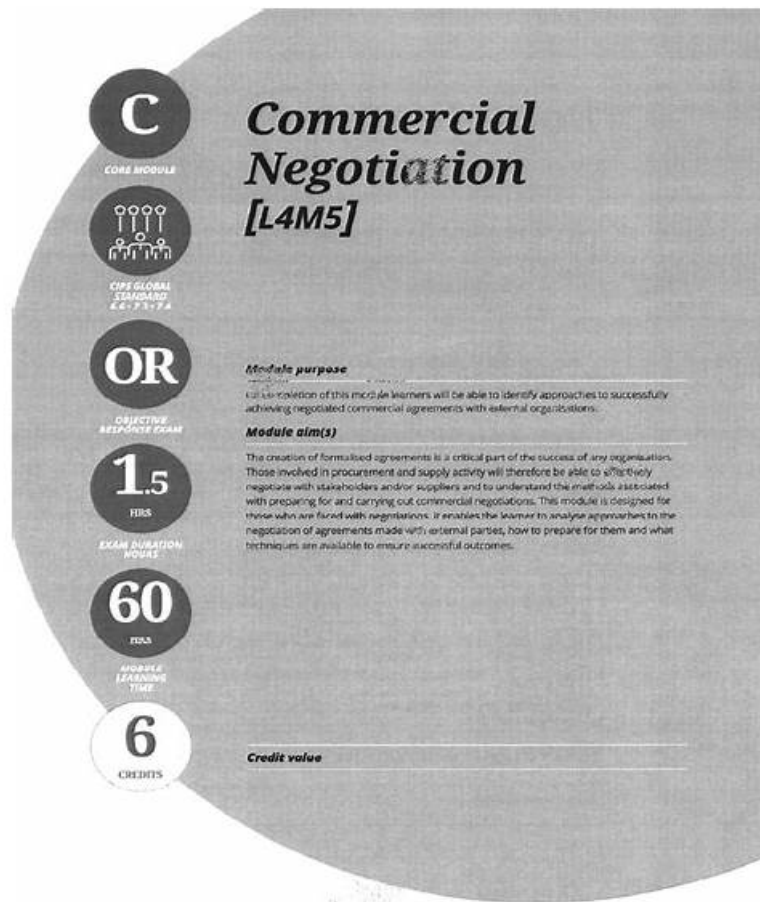


# L4M5 PDF & L4M5考古題



2026 Fast2test最新的L4M5 PDF版考試題庫和L4M5考試問題和答案免費分享：<https://drive.google.com/open?id=1-K9XvOBiimUyBCGuhqW4sMUGA2jHSyO>

拿高薪，是每個人的夢想，但究竟能拿多少錢，得由你的職場身價決定。機會很多時候就在你面前。不管你是否喜歡這樣的機會，只有把握住，迎難而上才能獲得非凡的成就。通過 CIPS 認證考試取得一張“金牌派司”無疑是證明和提升自己身價的一個有效方式。Fast2test L4M5 題庫覆蓋了真實的 CIPS L4M5 考試指南，適合全球考生適用。

CIPS L4M5 商業談判考試是採購和供應鏈管理專業人員的寶貴證書之一。考試內容提供了有關特定採購情境中可以使用的各種談判策略和技巧的見解。重要的是，考生要投入充足的時間進行徹底準備和學習，以成功通過考試。通過此證書考試後，採購專業人員將具備有效談判所需的必要技能，同時維護道德商業實踐，從而促進其在該領域中的職業發展。

CIPS L4M5 考試的另一個好處是它在採購專業領域中極受尊重。採購和供應管理特許學會（CIPS）是一個全球公認的專業機構，而 CIPS L4M5 考試被廣泛認為是採購專業人士的基本資格。獲得這一資格證明了對專業發展的承諾和提升談判技巧的意願，這可以幫助開拓新的職業機會並增加收入潛力。

>> L4M5 PDF <<

## 最好的L4M5 PDF，最有效的學習資料幫助妳壹次性通過L4M5考試

如果你認為你可以在你的職業生涯中面臨著獨特的挑戰，那麼CIPS的L4M5考試應該必須通過。一個真正的、全面的瞭解CIPS的L4M5測試的網站Fast2test，我們獨家線上的CIPS的L4M5考試的試題及答案，通過考試是很容易的，我們Fast2test保證100%成功，Fast2test是一個準備通過認證的專業公認的領導者，它提供了追求最全面的認證標準

行業培訓方式。Fast2test CIPS的L4M5考古題的試題及答案，你會發現它是目前市場上最徹底最準確及最新的實踐檢驗。當你擁有了Fast2test CIPS的L4M5的問題及答案，就會讓你有了第一次通過考試的困難和信心。

CIPS L4M5（商業談判）考試在全球範圍內得到認可，並受到採購行業雇主的高度重視。這是採購專業人員想要提升自己職業生涯並成為更有效的談判者所必需的資格。該考試也是希望獲得著名的MCIPS（特許採購與供應學會會員）認證的人員的要求。

## 最新的 CIPS Level 4 Diploma in Procurement and Supply L4M5 免費考試真題 (Q368-Q373):

### 問題 #368

There are no commitments in hypothetical questions. Is this statement true?

- A. No, because hypothetical questions are made explicitly to the other party
- B. Yes, because hypothetical questions generate a specific response
- C. No, because the party who makes hypothetical questions cannot withdraw their proposals
- **D. Yes, because hypothetical questions only mention possible situations**

答案：D

解題說明：

There are four types of questions that can be used in a commercial negotiation:

Hypothetical questions, where you ask about a possible situation or abstract concept, are very useful at the testing and proposal phases. Hypothetical question does not state any commitment as it is only about 'if something happens, then ...'. This type of question can be useful at giving suggestion.

Text Description automatically generated

Questioning style	When to use
<b>Open questions</b> What do you think about?	<ul style="list-style-type: none"><li>• To start a conversation</li><li>• To build rapport</li><li>• To get the negotiation started and get TOP to start first</li></ul>
<b>Closed questions</b> Can you offer 24hr?	<ul style="list-style-type: none"><li>• To generate a specific response</li><li>• To receive affirmation on statement - often single word, yes or no</li><li>• To seek specific information</li><li>• To bring discussion to an end</li></ul>
<b>Probing questions</b> Tell me more about feature X on product Y.	<ul style="list-style-type: none"><li>• To seek further information when the first answer to the question is insufficient</li><li>• To seek answers when TOP is being evasive</li><li>• To gain more information and get to the bottom of the issue</li></ul>
<b>Hypothetical questions</b> If we wanted to buy globally could you supply?	<ul style="list-style-type: none"><li>• To try to get TOP to see things in a different way</li><li>• To condition TOP into expecting something</li><li>• To encourage creative thinking/facilitate identification of alternatives</li></ul>

LO 3, AC 3.3

### 問題 #369

If the value of the British Pound in other currencies is strong, which of the following is most likely to occur?

- A. The price of UK products abroad in foreign currency will fall
- B. The price of UK products in the UK will rise
- C. The price of UK products in the UK will fall
- **D. The price of UK products abroad in foreign currency will rise**

答案：D

解題說明：

#### Explanation

Currency exchange rates are determined by macroeconomic factors and demand and supply. In general, countries with stable political and economic systems, a growing economy and a strong rule of law will have stronger and more stable currency than those without these characteristics. In this question, the British Pound is stronger than other currency, which means that buyers who import goods from the UK have to pay higher in their own currencies.

LO 2, AC 2.2

#### 問題 #370

Finding the middle ground between buyer and supplier by moving towards each other's position is a satisfactory way to complete contract negotiations and maintain ongoing relations for future negotiations. Is this statement correct?

- A. No, because it will damage your credibility in contract negotiations
- **B. Yes, because both parties will get as close to their end result as possible**
- C. No, because the other party will take advantage if you move your position
- D. Yes, because the buyer will always move further than the supplier

答案： B

#### 解題說明：

Finding a middle ground, also known as compromise or convergence, is a hallmark of collaborative or integrative negotiation. It allows both parties to secure partial wins, supports longer-term relationships, and promotes ongoing goodwill for future dealings. "Negotiators must balance assertiveness with cooperation. Meeting halfway can lead to agreements that meet minimum needs of both parties while preserving the relationship." (L4M5 Commercial Negotiation, 2nd edition, Section 1.1 - Collaborative Approaches to Negotiation)

#### 問題 #371

Which of the following will shift the supply curve to the right?

- A. Increased customers' disposable income
- **B. New disruptive technology**
- C. Decreased market price of substitute products
- D. Changes in customer taste

答案： B

#### 解題說明：

The following graph shows the factors that shift the supply curve to the left and to the right.

#### 問題 #372

From the principled point of view about negotiation environment, which of the following is a true statement?

- **A. Home advantage should not be exploited to win a temporary advantage**
- B. The room layout can be seen as a source of tactical advantage
- C. There is no ideal negotiation environment in real life
- D. Advantage gained from uncomfortable negotiation environment is likely to last long after the negotiation

答案： A

#### 解題說明：

From a principled point of view, the focus of negotiation is on resolving the issue and not on winning temporary advantage over TOP through exploiting home advantage. From the principled point of view, the location and room layout should not be viewed as a source of tactical advantage and should not be used to try to gain advantage over TOP or unfairly influence them in the meeting room.

From a pragmatic point of view, not all of these elements in the ideal negotiation environment may be feasible, so the host may have to make compromises and explain these to TOP.

From a distributive point of view, the host will seek to create an advantage for themselves either explicitly or more subtly. It is arguable that any advantage gained through intentionally creating an uncomfortable environment to put short-term pressure on TOP is likely to be short-lived as TOP will likely reflect on this later and seek means to get even.

問題 #373

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L4M5考古題: <https://tw.fast2test.com/L4M5-premium-file.html>

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