

L5M15 Zertifizierungsantworten & L5M15 Prüfungssimulationen



CIPS **L5M15** **ELECTIVE Advanced Negotiation** **QUESTION & ANSWERS**

<https://www.dumpscollege.com/exam/L5M15>

Viele auf die CIPS L5M15 Prüfung vorbereitende Prüfungsteilnehmer haben schon ins Berufsleben eingestiegen. Und manche davon stehen jetzt vor Herausforderungen anderer Sachen. Deshalb bieten wir die Prüfungsteilnehmer die effizienteste Methode für die Vorbereitung der CIPS L5M15. Um Sie unbesorgt unsere Produkte kaufen zu lassen, bieten wir noch kostenlose Demos von verschiedenen Versionen der CIPS L5M15. Wir haben schon zahllosen Prüfungskandidaten geholfen, CIPS L5M15 Prüfung zu bestehen. Wir hoffen Ihnen, auch die Vorteile unserer Produkte zu empfinden.

CIPS L5M15 Prüfungsplan:

Thema	Einzelheiten
Thema 1	• 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.

Thema 2	• 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.
Thema 3	• 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.

>> L5M15 Zertifizierungsantworten <<

L5M15 Pruefungssimulationen, L5M15 Prüfungsunterlagen

Haben Sie die Fragenkataloge von CIPS L5M15 aus ZertFragen, werden Sie zugleich den Schlüssel zum Erfolg und eine schönere Zukunft haben. Nachdem Sie die Fragenkataloge von CIPS L5M15 aus ZertFragen gekauft haben, werden Sie einjährige kostenlose Aktualisierung genießen. Wenn Ihre gekauften Produkte irgend ein Qualitätsproblem haben oder Sie die L5M15 Prüfung nicht bestehen, erstatten wir alle Ihren bezahlten Summe zurück.

CIPS Advanced Negotiation L5M15 Prüfungsfragen mit Lösungen (Q39-Q44):

39. Frage

Research by Meredith Belbin into team roles and predicting success showed that the most successful teams had which of the following characteristics?

- A. A successful team should have nine people.
- B. A successful team must have a clear leader.
- C. A successful team requires different people to play different roles.
- D. A successful team needs highly intelligent people.

Antwort: C

Begründung:

Meredith Belbin's research found that high-performing teams have a balanced mix of complementary roles rather than simply highly skilled individuals. The nine Belbin roles (e.g., Plant, Coordinator, Implementer, Completer Finisher) reflect diverse strengths that, when combined, improve overall team performance.

Reference:CIPS L5M15 - Team Roles and Effectiveness(Belbin's Team Role Theory).

40. Frage

Robert and Debbie want to formalise a business relationship and share resources to deliver a high-risk, high- value project. What type of relationship should they seek?

- A. Arm's-length relationship
- B. Strategic alliance
- C. Preferred supplier
- D. Strategic partnership

Antwort: D

Begründung:

A strategic partnership is a formal, high-involvement relationship with shared resources and joint governance-appropriate where risk/value is high and close collaboration is essential. Strategic alliances can be looser and not always resource-sharing.

Reference: CIPS L5M15 - Relationship types and suitability (high risk/high value).

41. Frage

Bob is preparing for a negotiation with an important potential business partner. His approach is to devise options for mutual gain before deciding what to do. Which approach to negotiation is Bob taking?

- **A. Principled**
- B. Playing hard to get
- C. Positional
- D. Hardball

Antwort: A

Begründung:

"Principled negotiation" (sometimes called the Harvard method) is built on four pillars: (1) separate people from the problem; (2) focus on interests, not positions; (3) generate options for mutual gain; and (4) use objective criteria. Bob's focus on creating options for mutual gain signals the principled approach.

Reference: CIPS Level 5, L5M15 - Topic: Approaches to Negotiation (Principled/Interest-based Negotiation).

42. Frage

Honesty and integrity are core elements of business ethical codes of practice. Demonstrating these behaviours can help avoid which of the following?

- A. Physical damage
- B. Loss of contracts
- **C. Reputational damage**
- D. Loss of staff

Antwort: C

Begründung:

Acting with honesty and integrity safeguards an organisation's reputation, ensuring public trust and compliance with professional standards. Ethical misconduct, by contrast, risks serious reputational harm and stakeholder distrust.

Reference: CIPS L5M15 - Ethics and Reputation Management in Procurement and Negotiation.

43. Frage

Principled Negotiation is an approach that attempts to achieve what outcome?

- A. Win-lose
- B. The other party concedes on all items
- C. The quickest outcome
- **D. Win-win**

Antwort: D

Begründung:

Principled (interest-based) negotiation aims to create value and reach mutual gain by separating people from problems, focusing on interests, generating options, and applying objective criteria-hallmarks of win-win.

Reference: CIPS L5M15 - Principled/Interest-Based Negotiation (Domain 2.2).

44. Frage

Wünschen Sie nicht großen Erfolg in Ihrem Arbeitsleben machen? Wenn ja, sollen Sie jetzt sich verbessern. Und wie kann Ihre selbe Fähigkeit in IT-Industrie sich verbessern? Es ist eine gute Weise, die CIPS L5M15 Zertifizierungsprüfung abzulegen. Die CIPS Zeritizierungsprüfung ist eine sehr wichtige Zertifizierung, deshalb gibt es immer mehr CIPS Prüfungskandidaten.

L5M15 Prüfungssimulationen: https://www.zertfragen.com/L5M15_pruefung.html

- [illegible]