

Test L5M15 Online 100% Pass | High Pass-Rate L5M15 Braindump Pdf: Advanced Negotiation



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CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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 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.
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CIPS Advanced Negotiation Sample Questions (Q48-Q53):

NEW QUESTION # 48

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

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

Answer: B

Explanation:

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).

NEW QUESTION # 49

Under what circumstances would you use parallel working with two suppliers?

- **A. When changing supplier, to ensure a smooth transition.**
- B. When the item is a bottleneck item, to reduce risk.
- C. When large orders exceed one supplier's capacity.
- D. When maintaining good relations with an old supplier.

Answer: A

Explanation:

Parallel working (or parallel running) is used when switching suppliers to ensure continuity of supply. Both suppliers operate simultaneously for a transition period until the new supplier demonstrates stability and quality.

Reference: CIPS L5M15 - Supplier Transition and Continuity Planning (Domain 1.3).

NEW QUESTION # 50

When might crowdsourcing be useful in a negotiation?

- A. Assessing the other party's BATNA
- B. During the negotiation, to gain better insight
- C. Deciding on final prices

- **D. Researching a supplier**

Answer: D

Explanation:

In CIPS terms, crowdsourcing means collecting information or opinions from a large group via digital platforms. It can be useful for researching suppliers, validating performance, and benchmarking reputations before negotiations.

Reference: CIPS L5M15 - Information Gathering & External Intelligence Tools (Domain 2.1).

NEW QUESTION # 51

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

Answer: A

Explanation:

Under exploitative 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 # 52

Which of the following is not a base of power?

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

Answer: D

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 # 53

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