

L5M15 Trustworthy Pdf, Reliable L5M15 Practice Materials



CIPS

L5M15

**ELECTIVE Advanced Negotiation
QUESTION & ANSWERS**

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

2026 Latest Exam4Docs L5M15 PDF Dumps and L5M15 Exam Engine Free Share: https://drive.google.com/open?id=1Uyld312kFJ1bTpsmH_uu8Bn6IODou58-

The L5M15 test prep mainly help our clients pass the L5M15 exam and gain the certification. The certification can bring great benefits to the clients. The clients can enter in the big companies and earn the high salary. You may double the salary after you pass the L5M15 Exam. If you own the certification it proves you master the L5M15 quiz torrent well and you own excellent competences and you will be respected in your company or your factory. If you want to change your job it is also good for you.

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.

>> L5M15 Trustworthy Pdf <<

Exam4Docs CIPS L5M15 Real Exam Questions PDF Format

With the advent of knowledge times, we all need some professional certificates such as CIPS L5M15 to prove ourselves in different working or learning condition. So making right decision of choosing useful practice materials is of vital importance. Here we would like to introduce our CIPS L5M15 practice materials for you with our heartfelt sincerity.

CIPS Advanced Negotiation Sample Questions (Q18-Q23):

NEW QUESTION # 18

Which of the following is a negative body-language signal?

- A. Crossed arms
- B. Mirroring the other person's body language
- C. Eye contact
- D. Smiling

Answer: A

Explanation:

Crossed arms are commonly read as closed/defensive, which can hinder rapport. In contrast, natural smiling, appropriate eye contact, and subtle mirroring generally support openness and trust.

Reference: CIPS L5M15 - Communication and rapport: non-verbal behaviours.

NEW QUESTION # 19

Alan needs to communicate the outcome of a negotiation to his internal stakeholders. His internal stakeholders have high power. Which communication methods would be best? Select TWO

- A. Article on the website
- B. Notice board
- C. Team meeting
- D. Email

Answer: C,D

Explanation:

When stakeholders hold high power or influence, communication should be direct and engaging, ensuring clarity and accountability. Face-to-face team meetings allow discussion and immediate feedback, while emails provide documented communication.

Noticeboards and website articles are better suited for lower-power or external audiences.
Reference:CIPS L5M15 -Stakeholder Communication and Engagement Strategies (Domain 1.3).

NEW QUESTION # 20

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

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

Answer: D

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 # 21

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

- A. When using positional bargaining
- B. When negotiations are rushed
- C. When one of the parties is less experienced
- **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 # 22

Sarah is a procurement manager who used a win-lose stance and deceptive techniques to reach her goals.
Which consequences may follow? Select TWO

- **A. The contract may be rendered void**
- **B. The approach may damage the long-term relationship**
- C. Sarah achieved all of her objectives
- D. The supplier will have more respect for Sarah

Answer: A,B

Explanation:

Deceptive conduct can damage relationships and may expose the agreement to rescission for misrepresentation (fraudulent/neglectful untrue statements of fact), potentially rendering the contract voidable. We cannot infer she achieved all objectives or gained respect.
Reference:CIPS L5M15 - Integrity, Misrepresentation & Consequences in Negotiation (Domain 2.1).

NEW QUESTION # 23

.....

We also provide timely and free update for you to get more L5M15 questions torrent and follow the latest trend. The L5M15 exam torrent is compiled by the experienced professionals and of great value. You can master them fast and easily. We provide varied versions for you to choose and you can find the most suitable version of L5M15 Exam Materials. So it is convenient for the learners to master the L5M15 questions torrent and pass the L5M15 exam in a short time.

