

# 可靠的最新L4M5題庫資訊和資格考試的領導者與更正的CIPS Commercial Negotiation

試卷名稱		XXX國民小學110學年度第一學期五年級社會科期中定期評量試卷			
試卷名稱	題量	題型	總分	結束題號	段落題目數量
第一部分	選擇題	請從下列答案中選擇正確的答案。	1	10	10
第二部分	是非題	請詳細閱讀題幹後，判斷其描述是否正確。	11	11	8
第三部分	是非題	請從下列答案中選擇正確的答案。	12	14	3

主題號	子題號	題型	題目	輔助圖片	答案選項 (/ /O)	答案選項 (/ /X)
1		選擇題	若想要搭乘公主號郵輪前往日本參加2021年東京奧運會，您應該從台北、台中或高雄搭乘哪一個港口呢？		高雄	日本海
2		選擇題	巴黎奧運結束的奧林匹克運動會強調以運動來促進世界各國的交流，會標上設計了象徵世界五大洲的五環。請問：地球上的五大洲不包含下列哪一個？		美洲	澳洲
3		選擇題	世界上的三大洋，不包含下列何者？		印度洋	大西洋
4		選擇題	下列何者是地球經線的主要功能？		用來觀察地球的形狀	用來量測世界各國的範圍
5		選擇題	關於緯度與氣候的關係，下列敘述何者錯誤？		世界各地的氣候型態，可以從緯度位置的異同來了解	臺灣的氣候以北回歸線為界
6		選擇題	若想要到四季如春的熱帶天堂度假，你會選擇下列哪一個地方呢？		北極地區	英國倫敦
7		選擇題	以北京時間來看，臺北市屬於什麼氣候？		熱帶氣候	副熱帶氣候
8		選擇題	若想要欣賞臺灣北回歸線標記標點石碑，到哪個地區無法欣賞到？		花蓮瑞穗鄉	嘉義水上鄉

P.S. Fast2test在Google Drive上分享了免費的2026 CIPS L4M5考試題庫：<https://drive.google.com/open?id=1Hbhd6Nt8rhcFxmXDRtspz-h38JvtNa>

為什麼大多數人選擇Fast2test，是因為Fast2test的普及帶來極大的方便和適用。是通過實踐檢驗了的，Fast2test提供CIPS的L4M5考試認證資料是眾所周知的，許多考生沒有信心贏得CIPS的L4M5考試認證，擔心考不過，所以你執行Fast2test CIPS的L4M5的考試培訓資料，有了它，你會信心百倍，真正的作了考試準備。

CIPS L4M5（商業談判）考試被認為是採購和供應鏈管理領域中最具挑戰性的考試之一。它要求候選人展示對談判過程的深刻理解以及將這些知識應用於現實情況的能力。要通過考試，候選人必須表明他們能夠分析複雜信息，識別潛在的衝突領域並制定有效的策略來解決爭端並達成互利協議。

CIPS L4M5認證考試非常適合負責在其組織中談判合同和協議的個人。該考試也適合那些希望在採購和供應鏈管理方面提高職業的人。該認證旨在為專業人員提供對商業談判的全面了解，這些談判可用於各種行業和行業。

>> 最新L4M5題庫資訊 <<

## 準確的CIPS 最新L4M5題庫資訊是行業領先材料&最優良的L4M5熱門證照

對於Fast2test最近更新的CIPS L4M5考古題，我們知道，只有有效和最新的L4M5題庫可以幫助大家通過考試，這是由眾多考生證明過的事實。請嘗試CIPS L4M5考古題最新的PDF和APP版本的題庫，由專家認證並覆蓋考試各個方面，能充分有效的幫助您補充相關的L4M5考試知識點。不放棄下一秒就是希望，趕緊抓住您的希望吧，選擇L4M5考古題，助您順利通過考試！

CIPS L4M5考試適用於所有級別的採購專業人士，從初級採購員到高級採購主管。它特別適用於負責管理複雜採購項目、談判大規模合同或處理高價值採購的個人。該認證還適用於在談判能力至關重要的行業工作的個人，例如建築、工程和製造業。

## 最新的 CIPS Level 4 Diploma in Procurement and Supply L4M5 免費考試真題 (Q39-Q44):

### 問題 #39

When is the best time in procurement process in which procurement should get involved so that the cost-saving opportunities are the greatest?

- A. Specification stage
- B. Market consult stage
- C. Post-tender stage
- D. Post-contract stage

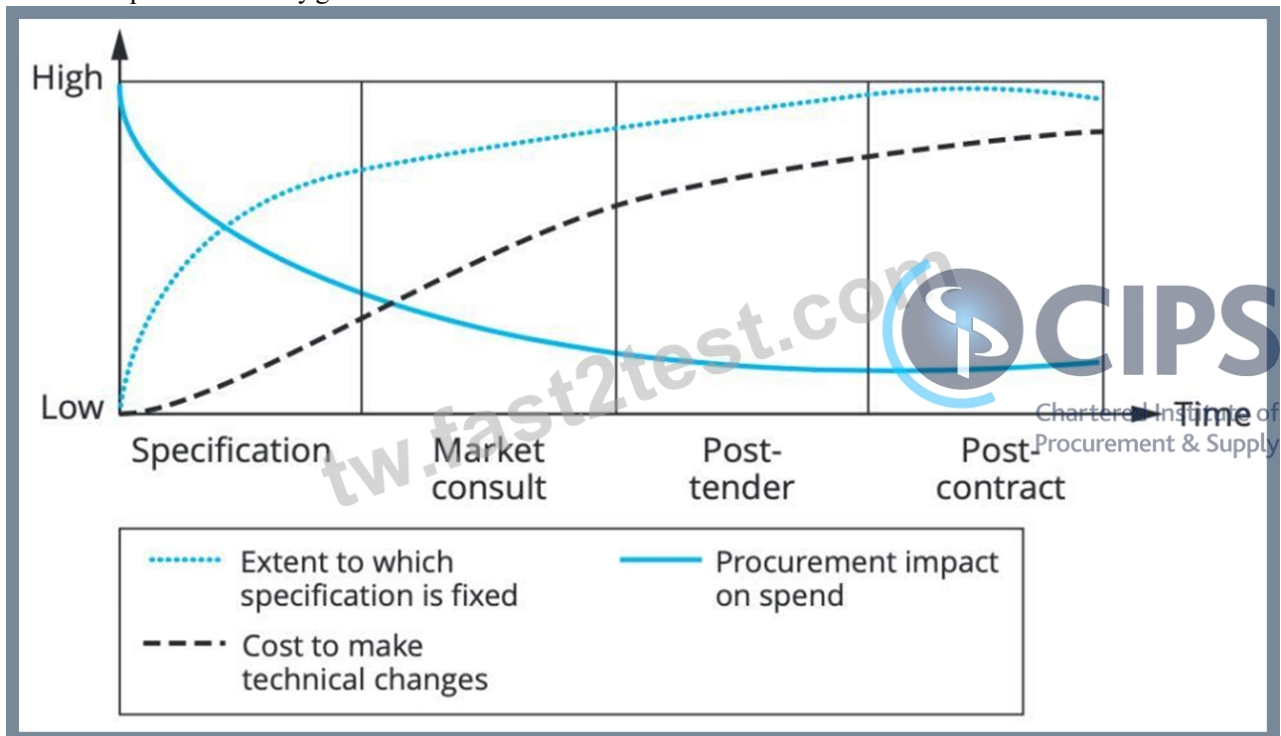
答案： A

解題說明:

Explanation

The earlier procurement get involved in the procurement processes, the better. If procurement are involved in design at the specification stage they can feed in prices and costs to designer so they know the likely budget implication of choices made. Sending in a procurement team to negotiate at or close to the end of the procurement process effectively ties their hands and limits their negotiation leverage. This is illustrated in the graph below:

Chart Description automatically generated



LO 2, AC 2.1

#### 問題 #40

Which of the following are recognised techniques in contract negotiation? Select THREE that apply.

- A. Framing and reframing
- B. Role ethics
- C. Validation
- D. Anchoring
- E. Pacing and leading
- F. Ratification

答案: A,D,E

解題說明:

The question asks about negotiation techniques which are not present in the book. In this question, there are only 3 recognised techniques:

- Framing and reframing: A frame is an assumption, or set of assumptions, that guides our attention and behavior. Reframing is the ability to identify and significantly change assumptions or perspectives. Framing has a significant impact on the effectiveness of negotiation outcomes and negotiator working relationships.

You can read more on framing and reframing here.

- Anchoring: Anchoring bias is well-known cognitive bias in negotiation and in other contexts. The anchoring bias describes the common tendency to give too much weight to the first number put forth in a discussion and then inadequately adjust from that starting point, or the "anchor." We even fixate on anchors when we know they are irrelevant to the discussion at hand. You can read more on anchoring here.

- Pacing and leading: Pacing and leading is a two-step lever of persuasion. First - You "match your pace" to the person you want to influence in as many ways as possible. You can do this by mimicking the way the person talks, stands, their appearance, etc. You can also mimic less tangible aspects like the way they act, or their emotional state. Second - Once you've set your pace with someone, lead them to whatever decision or behavior you want them to take! You can read more on pacing and leading here.

Reference: CIPS study guide page 163-165

**問題 #41**

Distributive approach in negotiation is typified by which of the following?

- A. Distributive approaches are inherently inferior to integrative approaches in commercial negotiation
- B. Both parties understand each other's goals
- C. Both parties share 50:50 of the 'pie'
- **D. Each party attempts to maximise the value obtained at other's expense**

**答案： D**

解題說明：

:

Distributive approach to negotiation used when the interested parties are attempting to divide something up or distribute something of value, also known as zero-sum approach or win-lose. Commercial situations often demand a distributive bargaining approach, if the 'pie' is inherently of a fixed size. In this case, any conflicts must be resolved by sharing it. In win-lose approach, a negotiator wants to maximise the value obtained in a single deal, the relationship with the other party is not important. Therefore, a strong party may win more than 50% of the metaphorical 'pie'. It should not be assumed that win-win can be applied to all commercial negotiations, or that win-lose approaches are inherently inferior.

**問題 #42**

Where there are high levels of commitment to relationships between both the buyer and supplier, this is seen as collaborative and beneficial to negotiations. Is this statement correct?

- A. No, this can be classified as adversarial
- B. No, collaboration does not require commitments from either side
- **C. Yes, characteristics include risk management and strategic planning**
- D. Yes, characteristics include arm's length transactions and minimal communication

**答案： C**

解題說明：

A collaborative relationship is characterized by mutual commitment, which enhances risk management and strategic planning between buyer and supplier. High levels of trust and commitment enable both parties to work closely to achieve shared objectives, creating a beneficial negotiation environment. This approach aligns with CIPS's principles of collaborative procurement relationships.

**問題 #43**

A building firm has been awarded a contract to construct an office block. Which is a direct cost?

- A. Cost of insurance
- **B. Cost of materials**
- C. Cost of legal fees
- D. Cost of office space

**答案： B**

解題說明：

Direct costs are attributable to a specific project - in construction, this includes materials and on-site labour.

Legal fees, insurance, and office space are indirect costs, as they support the business overall but are not tied to one project. For buyers, distinguishing direct from indirect costs ensures pricing transparency and helps challenge excessive overhead allocations. This knowledge strengthens cost breakdown negotiations in project contracts.

Reference: CIPS L4M5 (2nd ed.), LO 2.2 - Direct vs indirect costs in supplier pricing.

**問題 #44**

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