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CIPS L4M5 (Commercial Negotiation) Exam is an essential qualification for procurement professionals looking to improve their negotiation skills. L4M5 exam is designed to provide an in-depth understanding of the negotiating process and help professionals to develop effective techniques for achieving successful outcomes. The CIPS L4M5 Exam covers a wide range of topics, including the principles of negotiation, the psychology of negotiations, and the specific challenges faced during commercial negotiations.

CIPS L4M5: Commercial Negotiation exam is an essential qualification for procurement professionals who want to enhance their negotiation skills. Successful completion of L4M5 Exam demonstrates that candidates have the knowledge and skills required to negotiate complex commercial contracts. L4M5 exam is a valuable asset for procurement professionals who want to advance their careers and stand out in the job market.

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New developments in the tech sector always bring new job opportunities. These new jobs have to be filled with the Commercial Negotiation (L4M5) certification holders. So to fill the space, you need to pass the Commercial Negotiation (L4M5) exam. Earning the Commercial Negotiation (L4M5) certification helps you clear the obstacles you face while working in the CIPS field. To get prepared for the Commercial Negotiation (L4M5) certification exam, applicants face a lot of trouble if the study material is not updated.

CIPS L4M5 (Commercial Negotiation) Certification Exam is designed for procurement professionals who want to develop their negotiation skills and become experts in commercial negotiation. Commercial Negotiation certification is suitable for individuals who are involved in the procurement process and need to negotiate contracts, agreements, and deals with suppliers and vendors. L4M5 Exam covers various topics related to commercial negotiation, including negotiation theory, strategy, and tactics.

CIPS Commercial Negotiation Sample Questions (Q69-Q74):

NEW QUESTION # 69

Fast & Easy Limited, a global fast food retailer, is in a negotiation with its major meat supplier. The supplier is asking for a 2% price increase, which Fast & Easy is strongly resisting. The supplier justifies this increase by stating that currency fluctuations, an unstable economic climate, and rising transport costs have necessitated this increase. Which influencing tactic is the supplier using?

- A. Inspirational appeal
- B. Personal appeal
- C. Coalition
- **D. Rational persuasion**

Answer: D

Explanation:

The supplier is using Rational persuasion by providing logical reasons, such as economic conditions and increased costs, to justify the price increase. This approach uses factual information to influence the buyer's decision, aiming to present the price hike as a reasonable adjustment, which aligns with CIPS strategies on influencing tactics in negotiations.

NEW QUESTION # 70

In a negotiation for a new contract, the supplier suggests the buyer to shorten payment period from 45 days to 15 days because they are investing in new facilities to expand the supply capacity. The buyer replies that she can only sign off the deal if the payment period is 30 days or more since it often takes at least 30 days for her company to collect the payment from customers. A permission from senior management is required for this suggestion. In order to ensure that supplier understands the matter, she reiterates it throughout the meeting.

Which tactics is she using?

1. Outrageous initial demand
 2. Salami slicing
 3. Lack of authority
 4. Broken record
- A. 1 and 3 only
 - **B. 3 and 4 only**
 - C. 2 and 4 only
 - D. 1 and 2 only

Answer: B

Explanation:

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In the scenario, the buyer states that permission from senior management is required to shorten payment period and she only has authority to sign off a deal in which the payment period lasts at least 30 days. The buyer is using lack of authority. The buyer also repeats the matter again throughout the negotiation. This is a common tactic known as broken record.

NEW QUESTION # 71

During a negotiation, Jose Gomez, the salesperson for a strategic supplier, states that his sales director will not approve discounts against initial purchases. However, Jose offers a 5% discount on the aftercare package, which will provide the same monetary saving. Sally Pampas requires both the product and the aftercare package and has an objective to achieve a 5% discount off the purchase price. To achieve a win-win (integrative) negotiation, Sally should...

- A. Ask Jose to apply a 15% discount against the purchase price
- B. Decline the offer and walk away from the negotiation
- C. Ask Jose to apply the 5% discount against the purchase price
- **D. Accept the offer of a 5% discount against the aftercare package**

Answer: D

Explanation:

To achieve a win-win (integrative) negotiation, Sally should accept the 5% discount on the aftercare package (B), as it meets her objective for a total discount while respecting the supplier's limitations. This approach demonstrates flexibility and is in line with CIPS principles on integrative negotiations, where both parties achieve value in different forms.

NEW QUESTION # 72

Which type of power is considered the opposite of coercive power?

- A. Expert power
- **B. Reward power**
- C. Informational power
- D. Referent power

Answer: B

Explanation:

The coercive power comes from the belief that a person can punish others for non-compliance. It can be considered as opposite to reward power, which results from one person's ability to compensate or reward another for compliance.

LO 1, AC 1.3

NEW QUESTION # 73

When planning a negotiation for sourcing internationally, which of the following divergent positions, and therefore potential conflict areas, should be prepared for? Select TWO that apply:

- **A. Team size**
- **B. Timing and location**
- C. How the negotiation will be closed out
- **D. Cultural differences**
- E. Team makeup

Answer: A,B,D










Explanation:

Reference: CIPS L4M5 Study Guide, Section 3.1 - Planning and Preparation for Negotiation

NEW QUESTION # 74

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