

L4M5基礎訓練 & L4M5日本語問題集



BONUS!!! Japancert L4M5ダンプの一部を無料でダウンロード：<https://drive.google.com/open?id=1I3-qSeTDvvdVCQ5BRq2q3NYesEYQITn1>

若者はより大きな雇用圧力に直面しています。競争力を高めることが不可欠です。私たちのL4M5試験資料を選択することで、日々の仕事であなたの問題を解決できます。より実用的なスキルを得ることもできます。私たちのL4M5試験資料には最新の知識と情報が含まれています。さらに、最も権威があるL4M5認定試験資格証明書を取得することができます。だから、多くの人を引きつけます。

CIPS L4M5 認定試験の出題範囲：

トピック	出題範囲
トピック 1	● 商談で追求できるアプローチの種類を区別する ● 交渉への分配的勝敗、分配的アプローチ
トピック 2	● 購入者がサプライヤーとのレバレッジをどのように改善できるか ● 商談における権力の重要性
トピック 3	● 目標を設定し、交渉による合意（BATNA）の最良の代替案を作成する ● 交渉への協調的なwin-winの統合的アプローチ
トピック 4	● 商談に影響を与えるさまざまなタイプの関係を特定する ● 実用的で原則的な交渉スタイル
トピック 5	● 交渉のさまざまな段階で行動がどのように変化するか ● 望ましい結果を達成するのに役立つ主要なコミュニケーションスキルを比較する
トピック 6	● 外部組織との商取引契約の交渉における主要なアプローチを理解する ● 調達と供給の作業で発生する可能性のある紛争の原因
トピック 7	● 商談の目標を設定し、変数を定義する ● 電話、電話会議、またはWebベースの会議の使用
トピック 8	● 調達プロセスの段階に関連して、調達および供給 ● 交渉の作業における商談の適用を分析します
トピック 9	● 組織力：購入者と供給者の相対的な力の比較 ● 商談における力のバランスが結果にどのように影響するかを説明する
トピック 10	● 交渉のプロセスと結果を評価して、将来の実践に情報を提供する方法を分析する ● 交渉後の関係を保護する

トピック 11	● 吸収、限界または変動および活動基準原価計算などの原価計算方法 ● 外部組織との交渉の準備方法を知っている
トピック 12	● マクロ経済学とその商談への影響 ● 商談に影響を与える経済的要因と対比

CIPS L4M5認定試験は、調達およびサプライチェーン業界の専門家にとって不可欠な資格です。この認定は、個人に商業交渉の包括的な理解を提供し、世界的に認識されています。この試験に合格すると、職業に対する候補者のコミットメントと、知識とスキルを向上させることへの献身が示されています。

>> L4M5基礎訓練 <<

L4M5日本語問題集、L4M5関連試験

当社Japancertは、製品の品質が非常に重要であることを深く知っているため、L4M5テストトレントの高品質の開発に注力しています。当社の製品を購入したすべてのお客様は、L4M5ガイド急流に深い印象を残しています。もちろん、顧客は製品の品質だけでなく、製品の効率性にも深い印象を残しています。L4M5試験の質問は多くの時間を節約するのに役立ちます。L4M5試験準備を使用する場合、学習に20〜30時間を費やすだけで、L4M5試験に合格できます。

CIPS Commercial Negotiation 認定 L4M5 試験問題 (Q311-Q316):

質問 # 311

Which of the following best describes Leverage quadrant in Kraljic matrix?

- A. Low risk, high importance
- B. Low risk, low importance
- C. High complex, low importance
- D. High value, high complex

正解: A

解説:

In 1983, Peter Kraljic devised a means to segment the supplier base in the article in HBR. In this, he argued that supply items should be mapped against two key dimensions: risk and profitability.

Risk relates to the likelihood for an unexpected event in the supply chains to disrupt operations. For instance, in important areas of spend, such as tire suppliers for an automotive are business critical, and should a disruption occur, the auto company is likely itself to face substantial problems.

Profitability describes the impact of a supply item upon the bottom line. For certain areas of spend, such as stationery, supplies have only a negligible effect on profits. In other categories, a single source of supply can make or break a business.

Putting these two dimensions together yields a classic two-by-two matrix.

Source: Peter Kraljic, HBR

質問 # 312

One difference between perfect competition and monopolistic competition is that...?

- A. Firms in monopolistic competition face a downward-sloping demand curve
- B. In perfect competition, firms produce slightly differentiated products
- C. Monopolistic competition has no barriers to entry
- D. A perfectly competitive industry has fewer firms.

正解: A

解説:

Monopolistic competition exists in market where there are many competing producers but they will try to use product differentiation. Although their products may be very similar, their ability to differentiate means that they can act as monopolies in short run, irrespective of the actions of their competitors.

In perfect competition, there are no barriers to entry to the market or exit from the market. In monopolistic competition, there tend to be fewer barriers to entry or exit in these markets than in oligopolistic markets, but it doesn't mean that there are absolutely no barriers to entry in monopolistic competition.

In perfect competition, the demand curve is perfectly elastic, which means that it will be horizontal.

Otherwise, in monopolistic competition market, the demand curve will have normal downward slope.

LO 2, AC 2.2

質問 # 313

A breakeven analysis uses which of the following aspects as part of the analysis?

- A. Buying cost minus variable cost per unit
- B. Variable cost
- C. Fixed cost
- D. Selling price minus variable cost per unit

正解: C、D

質問 # 314

Which of the following is important during the proposing stage of a negotiation?

- A. Attempting to close down any discussions
- B. Narrowing the range of options
- C. Forcing the other party to accept your proposal
- D. Not making concessions to the other party

正解: B

解説:

During the proposing stage, parties move toward agreement by narrowing down a wide range of potential options. This helps focus the negotiation and aligns both parties toward practical, mutual outcomes. It's an essential step to keep the process structured and productive.

Reference: L4M5 Commercial Negotiation 2nd edition (CORE), Section 3.2 - Stages of the Negotiation Process

質問 # 315

When engaging in commercial negotiations, it is important to bear in mind that the suppliers need to make a reasonable profit to maintain continuity of supply. It is therefore necessary for the buyer to have a clear understanding of the break-even analysis concept which relates to cost, volume, and profit.

What is 'contribution' in relation to break-even analysis?

- A. The gains that the supplier receives when the sales revenue exceeds variable costs
- B. The gains from sales revenue which the supplier retains as reserves to contribute to future development projects
- C. The gains from sales revenue that the supplier is willing to contribute in a profit-sharing contractual arrangement
- D. The gains that the supplier receives when the sales revenue exceeds fixed costs

正解: A

解説:

In break-even analysis, contribution refers to the amount from sales revenue that exceeds variable costs, which then contributes to covering fixed costs and ultimately generating profit. Understanding this concept enables buyers to better analyze supplier pricing and negotiate more effectively. For example, if a product is priced significantly above its variable cost, there may be room for discounts or added value, as the supplier is still contributing toward fixed costs.

Reference: L4M5 Commercial Negotiation 2nd edition (CORE), Section 2.1 - Cost Analysis and Pricing Decisions

質問 # 316

.....

- P.S. JapancertがGoogle Driveで共有している無料かつ新しいL4M5ダンプ: <https://drive.google.com/open?id=1I3-qSeTDvvdVCQ5BRq2q3NYesEYQITn1>