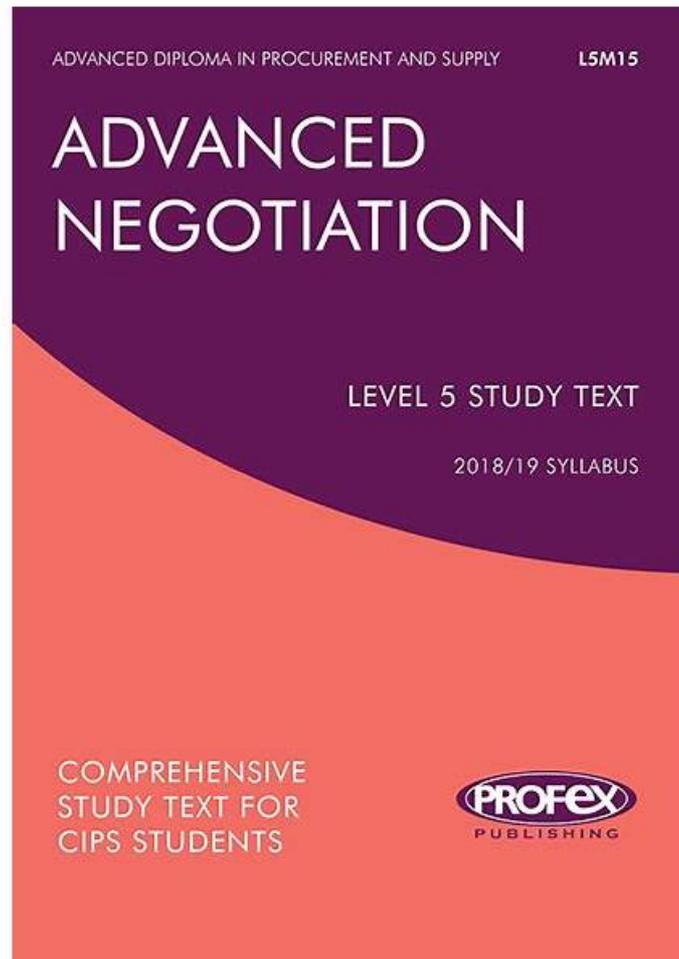


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We provide up-to-date Advanced Negotiation (L5M15) exam questions and study materials in three different formats. We have developed three variations of authentic CIPS L5M15 exam questions to cater to different learning preferences, ensuring that all candidates can effectively prepare for the L5M15 Practice Test. SurePassExams offers Advanced Negotiation (L5M15) practice questions in PDF format, browser-based practice exams, and desktop practice test software.

## CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>

## CIPS Advanced Negotiation Sample Questions (Q73-Q78):

### NEW QUESTION # 73

Jonathan is a procurement manager who has been asked to gather primary data for an upcoming negotiation. He sends out a survey. Was this correct?

- A. No - the survey will produce secondary data.
- B. Yes - the survey will ensure Jonathan wins the negotiation.
- C. No - surveys do not provide suitable information.
- D. Yes - the survey will provide primary data.

**Answer: D**

Explanation:

Primary data is original information gathered firsthand for a specific purpose—such as surveys, interviews, or focus groups. By contrast, secondary data comes from existing sources. A survey, therefore, is an appropriate primary data-gathering tool. Reference: CIPS L5M15 - Intelligence Gathering for Negotiation (Domain 1.1).

### NEW QUESTION # 74

Which of the following are incentives to increase supplier performance? Select TWO

- A. Pain share
- B. Bonus payments

- C. Gain share
- D. Service credits

**Answer: B,C**

Explanation:

Gain share and bonus payments are positive incentives that encourage suppliers to perform beyond baseline requirements. Gain share rewards suppliers for creating mutual cost savings or innovation benefits, while bonus payments recognise exceeding service or delivery targets.

In contrast, pain share and service credits are deterrents for underperformance, not motivators.

Reference: CIPS L5M15 - Supplier Performance Incentives and Contractual Mechanisms (Domain 1.3).

#### **NEW QUESTION # 75**

Different negotiation outcomes are required in different circumstances. In a "Yellow" circumstance (high risk, high value), which of the following is the best approach?

- A. Collaborative style
- B. Quick-thinking, assertive behaviour
- C. Cautious, well-planned
- D. Methodical, well-organised

**Answer: A**

Explanation:

High-risk/high-value scenarios (often coded "yellow" in CIPS frameworks) require a collaborative approach- building joint trust, sharing information, and developing win-win outcomes to manage complexity and mutual dependency.

Reference: CIPS L5M15 - Negotiation Contexts and Relationship Spectrum.

#### **NEW QUESTION # 76**

In Herzberg's Two-Factor Theory, which of the following factors affect motivation? Select TWO

- A. Motivation factors
- B. Fun factors
- C. Demotivation factors
- D. Hygiene factors

**Answer: A,D**

Explanation:

Herzberg identified motivators (e.g., achievement, recognition, responsibility) that increase satisfaction, and hygiene factors (e.g., pay, conditions) that prevent dissatisfaction. Both affect workplace motivation in different ways.

Reference: CIPS L5M15 - Motivation Theories in Negotiation Contexts (Domain 3.2).

#### **NEW QUESTION # 77**

Which of the following are advantages of having an agenda within a negotiation? Select TWO.

- A. It allows for flexibility.
- B. Becoming too scripted can reduce flexibility.
- C. It ensures all key topics are covered.
- D. It minimises distractions.

**Answer: C,D**

Explanation:

A clear agenda maintains structure, ensures that important issues are discussed, and prevents digression. It keeps discussions focused and efficient, though overly rigid agendas can limit responsiveness to opportunities.

Reference: CIPS L5M15 - Negotiation Process: The Use and Value of Agendas.

