

L5M15 Exam Braindumps & L5M15 Reliable Dumps Ppt



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CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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.
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CIPS Advanced Negotiation Sample Questions (Q75-Q80):

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

Answer: B

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 preparing for a negotiation, an analysis of overall strategy can result in improved tactical planning and a better overall outcome. Is this statement TRUE?

- A. No - tactics are a high-level plan designed to achieve a long-term goal.
- B. No - tactics are achieved following the strategy.
- C. Yes - strategy flows from the tactics.
- **D. Yes - to develop a negotiation strategy you should consult with key stakeholders before deciding on tactics.**

Answer: D

Explanation:

Developing negotiation strategy requires stakeholder consultation to align the negotiation with organisational objectives. Strategy defines direction; tactics are the methods used to achieve it. Planning strategy first ensures tactics serve long-term goals effectively.

Reference:CIPS L5M15 -Negotiation Strategy and Tactics.

NEW QUESTION # 77

Every negotiation requires a rehearsal. Is this statement TRUE?

- A. Yes - every negotiation should be rehearsed.
- **B. No - routine negotiations do not require rehearsals.**
- C. No - only high-risk negotiations require rehearsals.
- D. Yes - you are more likely to fail if not rehearsed.

Answer: B

Explanation:

Not all negotiations need formal rehearsals. For routine or low-value supplier interactions, preparation may be minimal. Rehearsals are best suited for strategic or high-stakes negotiations involving teams or complex outcomes.

Reference: CIPS L5M15 - Negotiation Planning and Rehearsal (Domain 1.1).

NEW QUESTION # 78

Which of the following incentives encourages innovation?

- A. Service credits
- **B. Gainshare**
- C. Pain share
- D. Bonus payments

Answer: B

Explanation:

Gainshare mechanisms reward suppliers for achieving cost savings, process improvements, or innovation that benefits both parties. By sharing the gains, suppliers are motivated to propose creative solutions.

Reference: CIPS L5M15 - Supplier Incentives and Relationship Development (Gain/Pain Share Models).

NEW QUESTION # 79

Which of the following tactics would be considered a hard tactic in negotiation?

- A. Collaboration tactic
- **B. Pressure tactic**
- C. Rational persuasion
- D. Inspirational appeal

Answer: B

Explanation:

Pressure tactics are categorised as "hard" negotiation behaviours. They apply coercion or authority to gain compliance. In contrast, tactics such as collaboration, inspirational appeal, and rational persuasion are "soft" and relationship-oriented.

Reference: CIPS L5M15 - Negotiation Tactics: Hard vs Soft Approaches (Domain 3.1).

NEW QUESTION # 80

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