

L5M15최신시험최신덤프 & L5M15인증문제



2026 ExamPassdump 최신 L5M15 PDF 버전 시험 문제집과 L5M15 시험 문제 및 답변 무료 공유:
<https://drive.google.com/open?id=1RC1m9XDX30pW6hEiTSahDZ2U42xCnMx>

ExamPassdump의 CIPS L5M15덤프는 CIPS L5M15시험문제변경에 따라 주기적으로 업데이트를 진행하여 덤프가 항상 가장 최신버전이도록 업데이트를 진행하고 있습니다.구매한 CIPS L5M15덤프가 업데이트되면 저희측에서 자동으로 구매시 사용한 메일주소에 업데이트된 최신버전을 발송해드리는데 해당 덤프의 구매시간이 1년미만인 분들은 업데이트서비스를 받을수 있습니다.

CIPS L5M15 시험요강:

주제	소개
주제 1	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.
주제 2	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.
주제 3	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.

>> L5M15최신 시험 최신 덤프 <<

완벽한 L5M15최신 시험 최신 덤프 시험기출자료

경쟁율이 치열한 IT업계에서 아무런 목표없이 아무런 희망없이 무미건조한 생활을 하고 계시나요? 다른 사람들이 모두 취득하고 있는 자격증에 관심도 없는 분은 치열한 경쟁속에서 살아남기 어렵습니다. CIPS인증 L5M15시험패스가 힘들다한들 ExamPassdump덤프만 있으면 어려운 시험도 쉬워질수 밖에 없습니다. CIPS인증 L5M15덤프에 있는 문제만 잘 이해하고 습득하신다면 CIPS인증 L5M15시험을 패스하여 자격증을 취득해 자신의 경쟁율을 업그레이드하여 경쟁시대에서 안전감을 보유할수 있습니다.

최신 CIPS Level 5 Advanced Diploma in Procurement and Supply L5M15 무료 샘플문제 (Q74-Q79):

질문 # 74

A manager identifies an issue and discusses it with the team, taking on board their input. Which leadership strategy is this?

- A. Telling
- B. Joining
- C. Selling
- D. Consulting

정답: D

설명:

Consulting leadership involves engaging team members in decision-making, valuing their input before implementing actions. It encourages ownership, trust, and collaboration-sitting between directive and participative styles.

Reference: CIPS L5M15 -Leadership Styles in Team Negotiation (Domain 3.2).

질문 # 75

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

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

정답: A,C

설명:

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).

질문 # 76

Using praise or flattery in a negotiation is the use of which of the following tactics?

- A. Exchange
- B. Ingratiation
- C. Personal appeal
- D. Collaboration

정답: B

설명:

Ingratiation involves using flattery, praise, or friendliness to increase likability and influence. It's a soft tactic often used to build rapport and reduce resistance before discussing substantive issues.

Reference: CIPS L5M15 -Soft Tactics and Relationship Building (Domain 3.1).

질문 # 77

Which of the following incentives encourages innovation?

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

정답: B

설명:

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).

질문 # 78

When might crowdsourcing be useful in a negotiation?

- A. Assessing the other party's BATNA
- B. Deciding on final prices
- **C. Researching a supplier**
- D. During the negotiation, to gain better insight

정답: C

설명:

In CIPS terms, crowdsourcing means collecting information or opinions from a large group via digital platforms. It can be useful for researching suppliers, validating performance, and benchmarking reputations before negotiations.

Reference: CIPS L5M15 - Information Gathering & External Intelligence Tools (Domain 2.1).

질문 # 79

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ExamPassdump의 CIPS인증 L5M15덤프를 선택하여 CIPS인증 L5M15시험공부를 하는건 제일 현명한 선택입니다. 시험에서 떨어지면 덤프비용 전액을 환불처리해드리고 CIPS인증 L5M15시험이 바뀌면 덤프도 업데이트하여 고객님께 최신버전을 발송해드립니다. CIPS인증 L5M15덤프뿐만 아니라 IT인증시험에 관한 모든 덤프를 제공해드립니다.

L5M15인증문제: https://www.exampassdump.com/L5M15_valid-braindumps.html

- 시험대비에 가장 적합한 L5M15최신 시험 최신 덤프 덤프문제 다운 ☐ 무료 다운로드를 위해 지금 ☒ www.dumpstop.com ☒에서 { L5M15 } 검색 L5M15인증시험자료
- 퍼펙트한 L5M15최신 시험 최신 덤프 최신버전 덤프샘플문제 다운 받기 ☐ 검색만 하면 $\Rightarrow$ www.itdumpskr.com $\Leftarrow$ 에서 $\Rightarrow$ L5M15 ☐ 무료 다운로드 L5M15최신 덤프데모 다운
- L5M15퍼펙트 덤프데모 다운로드 ☐ L5M15인증시험자료 ☐ L5M15퍼펙트 덤프데모 다운로드 ☐ $\rightarrow$ www.exampassdump.com ☐에서 검색만 하면 “L5M15”를 무료로 다운로드할 수 있습니다 L5M15시험덤프문제
- L5M15인기시험 ☐ L5M15인증시험자료 ☐ L5M15유효한 덤프문제 ☐ 오픈 웹 사이트 $\rightarrow$ www.itdumpskr.com $\triangleleft$ 검색 [L5M15] 무료 다운로드 L5M15인기자격증 덤프문제
- L5M15인증시험자료 ☐ L5M15최신 업데이트 공부자료 ☐ L5M15인증시험자료 ☐ 《 kr.fast2test.com 》의 무료 다운로드 $\Rightarrow$ L5M15 $\Leftarrow$ 페이지가 지금 열립니다 L5M15퍼펙트 덤프데모 다운로드
- 시험패스에 유효한 L5M15최신 시험 최신 덤프 덤프문제 ☐ 지금 [www.itdumpskr.com]에서 $\rightarrow$ L5M15 $\Leftarrow$ 를 검색하고 무료로 다운로드하세요 L5M15시험덤프공부
- 최신버전 L5M15최신 시험 최신 덤프 완벽한 시험덤프 데모문제 다운 ☐ ☐ www.pass4test.net ☐을 통해 쉽게 (L5M15) 무료 다운로드 받기 L5M15최신버전 공부자료
- 시험대비에 가장 적합한 L5M15최신 시험 최신 덤프 덤프문제 다운 ☐ 지금 ☐ www.itdumpskr.com ☐에서 「 L5M15 」를 검색하고 무료로 다운로드하세요 L5M15최신 덤프데모 다운
- 시험패스에 유효한 L5M15최신 시험 최신 덤프 덤프문제 ☐ [www.koreadumps.com] 웹사이트에서 “L5M15”를 열고 검색하여 무료 다운로드 L5M15합격보장 가능 덤프자료
- 시험대비에 가장 적합한 L5M15최신 시험 최신 덤프 덤프문제 다운 ☐ $\Rightarrow$ www.itdumpskr.com ☐에서 검색만 하면 ☐ L5M15 ☐를 무료로 다운로드할 수 있습니다 L5M15시험덤프문제

- 최신버전 L5M15최신 시험 최신 덤프 완벽한 덤프 최신버전 자료 ☐ ✓ www.passtip.net ☐ ✓ ☐ 은 ☐ L5M15 ☐ 무료 다운로드를 받을 수 있는 최고의 사이트입니다L5M15시험패스 가능한 공부
- www.stes.tyc.edu.tw, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, bbs.t-firefly.com, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, Disposable vapes

BONUS!!! ExamPassdump L5M15 시험 문제집 전체 버전을 무료로 다운로드하세요: <https://drive.google.com/open?id=1RC1m9XDX30pW6hEiTSahDZ2U42xCnMx>