

L5M15 Deutsch Prüfung, L5M15 Deutsche Prüfungsfragen



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>> L5M15 Deutsch Prüfung <<

L5M15 Deutsche Prüfungsfragen & L5M15 Prüfungs-Guide

Es ist schwierig, CIPS L5M15 Zertifizierungsprüfung zu bestehen. Sorgen Sie sich um die Vorbereitung der L5M15 Prüfung nach der Anmeldung? Wenn ja, lesen Sie bitte die folgenden Inhalte. Sie können den kürzesten Weg zum Erfolg der L5M15 Prüfung finden, der Ihnen helfen, CIPS L5M15 Prüfung mit guter Note bestanden. Das ist ja CIPS L5M15 Dumps von Pass4Test. Wenn Sie diese L5M15 Prüfung sehr leicht bestehen wollen, probieren Sie bitte diese Dumps.

CIPS L5M15 Prüfungsplan:

Thema	Einzelheiten

Thema 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.
Thema 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.
Thema 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.

CIPS Advanced Negotiation L5M15 Prüfungsfragen mit Lösungen (Q68-Q73):

68. Frage

Dominic has reached a deadlock. He shifts focus to what happens if both parties cannot agree. What tactic is Dominic using?

- A. Framing the agenda
- B. Take it or leave it
- C. The nibble
- D. BATNA

Antwort: A

Begründung:

Framing involves guiding attention toward specific consequences or perspectives. By emphasising the outcome of no agreement, Dominic reframes the discussion around the implications of failure, potentially prompting reconsideration.

Reference: CIPS L5M15 - Framing Agendas and Issue Management (Domain 1.2).

69. Frage

Explaining the benefit of an option is a soft tactic often used in negotiations. What is this commonly known as?

- A. Inspirational appeal
- B. Consultation
- C. Ingratiation
- D. Apprising

Antwort: D

Begründung:

"Apprising" means spelling out how a proposal benefits the other party (e.g., efficiencies, cost savings, risk reduction). It's a classic soft, pull-style tactic that aims to increase willingness by linking options to the counterpart's interests.

Reference: CIPS L5M15 - Negotiation tactics: soft/pull tactics (Apprising).

70. Frage

For a high-value or high-risk project, which of the following are key actions in negotiation? Select TWO.

- A. Use ploys and tactics.
- B. Have a win-lose approach to negotiation.
- C. Use a multi-disciplinary team.
- D. Prepare thoroughly before the negotiation.
- E. Host the meeting at your premises.

Antwort: C,D

Begründung:

High-risk or high-value negotiations require thorough preparation-understanding goals, alternatives, and stakeholder expectations-and often benefit from a cross-functional team bringing varied expertise. This improves quality of analysis and decision-making.

Reference:CIPS L5M15 -Negotiation Preparation and Planning for Complex Projects.

71. Frage

ABC Ltd is partnering with XYZ to create a new product. The Head of Technical Design who created the specification attends the meeting. What type of power does this person bring?

- A. Expert
- B. Legitimate
- C. Coercive
- D. Referent

Antwort: A

Begründung:

Expert power derives from specialised knowledge, experience, or skill. The Technical Design Head, as the specification creator, holds expert authority influencing decisions through technical competence rather than hierarchy.

Reference:CIPS L5M15 -Sources and Application of Expert Power (Domain 3.1).

72. Frage

The pain/gain share approach is used to incentivise contractors in long-term contracts to achieve a target cost or extra efficiencies. In which industry is this mechanism most common?

- A. Construction
- B. Services
- C. Finance
- D. Agriculture

Antwort: A

Begründung:

Construction projects often use pain/gain share mechanisms to align contractor performance with client objectives. They balance risk and reward-sharing savings or overruns based on project outcomes.

Reference:CIPS L5M15 -Contractual Incentives and Risk-Sharing Models (Pain/Gain Share).

73. Frage

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