

Pass Guaranteed L5M15 - Advanced Negotiation

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CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<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.
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CIPS Advanced Negotiation Sample Questions (Q78-Q83):

NEW QUESTION # 78

Josh plans to use a Myers-Briggs assessment for junior candidates. What type of test is this?

- A. Competence test
- B. Intelligence test
- C. Procurement test
- **D. Personality test**

Answer: D

Explanation:

Myers-Briggs Type Indicator (MBTI) profiles personality preferences (e.g., introversion/extraversion). It is not a measure of intelligence or job competence.

Reference:CIPS L5M15 - Assessing people in negotiation contexts: personality tools.

NEW QUESTION # 79

Under what circumstances would you use parallel working with two suppliers?

- A. When maintaining good relations with an old supplier.
- **B. When changing supplier, to ensure a smooth transition.**
- C. When the item is a bottleneck item, to reduce risk.
- D. When large orders exceed one supplier's capacity.

Answer: B

Explanation:

Parallel working (or parallel running) is used when switching suppliers to ensure continuity of supply. Both suppliers operate simultaneously for a transition period until the new supplier demonstrates stability and quality.

Reference:CIPS L5M15 - Supplier Transition and Continuity Planning (Domain 1.3).

NEW QUESTION # 80

Every negotiation requires a rehearsal. Is this statement TRUE?

- A. No - only high-risk negotiations require rehearsals.
- **B. Yes - you are more likely to fail if not rehearsed.**

- C. Yes - every negotiation should be rehearsed.
- **D. No - routine negotiations do not require rehearsals.**

Answer: D

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 # 81

Kelly is a lead negotiator preparing for a meeting with a supplier. Her approach is to appear "warm and tough." Which of the following behaviours should Kelly exhibit?

- A. Disinterested
- B. Dominating and aggressive
- **C. Confident and assertive**
- D. Overly friendly

Answer: C

Explanation:

"Warm and tough" means balancing firmness on issues with respect and empathy in style. Confidence and assertiveness maintain authority while preserving positive tone-ideal for collaborative negotiation.

Reference: CIPS L5M15 - Influencing Behaviours in Negotiation: Warm vs Tough Styles.

NEW QUESTION # 82

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.

NEW QUESTION # 83

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