

Prepare For CIPS L5M15 Certification Exam



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CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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 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.

L5M15 Practice Exam Questions, L5M15 Latest Exam Simulator

The PDF4Test is one of the top-rated and trusted platforms that are committed to making the Advanced Negotiation (L5M15) certification exam journey successful. To achieve this objective PDF4Test has hired a team of experienced and qualified CIPS L5M15 Exam trainers. They work together and put all their expertise to maintain the top standard of L5M15 practice test all the time.

CIPS Advanced Negotiation Sample Questions (Q37-Q42):

NEW QUESTION # 37

Which of the following are examples of reciprocated concessions? Select TWO

- A. Party A agrees a 2% discount and Party B accepts.
- B. Party A walks away, and Party B offers a concession to continue talks.
- C. Party A offers a discount for better payment terms.
- D. Party A offers a larger delivery, and Party B agrees to pay 50% upfront while Party A waives the delivery charge.

Answer: C,D

Explanation:

Reciprocated concessions occur when both sides trade something of value—such as exchanging discounts for improved terms. This supports balanced negotiation progress and fosters trust.

Reference: CIPS L5M15 - Concession Management and Reciprocity in Negotiation (Domain 1.2).

NEW QUESTION # 38

In preparing for a negotiation, an in-house procurement analyst has completed research and will present this to the team before negotiations begin. Which of the following tools could they use to organise the data? Select TWO.

- A. Data Cube
- B. SWAP Analysis
- C. STEEPL Analysis
- D. Relationship Spectrum

Answer: A,C

Explanation:

The Data Cube is a multi-dimensional framework for presenting data clearly, while STEEPL analysis (Social, Technological, Economic, Environmental, Political, Legal, Ethical) helps analyse the external environment. These tools aid structured preparation for negotiation.

Reference: CIPS L5M15 - Analytical Tools for Negotiation Preparation.

NEW QUESTION # 39

What is meant by the Power Approach to negotiation?

- A. Inequality of power is a barrier to close relationships
- B. Agreements are made on mutual interest
- C. More relative power means the negotiator can be proactive rather than reactive
- D. Relationships based on power should be discouraged

Answer: C

Explanation:

Following Andrew Cox, relative power strongly shapes sourcing outcomes; greater buyer (or supplier) power enables a more proactive stance in shaping terms and managing the relationship. Power asymmetry does not automatically preclude close relationships.

Reference: CIPS L5M15 - The Power Perspective in Buyer-Supplier Relationships (Domain 2.2).

NEW QUESTION # 40

Which of the following behaviours can lead to a breakdown in trust because of the perceived lack of honesty?
Select TWO

- A. Lack of a fixed agenda
- B. Exaggerated claims
- C. Favouritism
- D. Using hardball negotiation techniques

Answer: B,C

Explanation:

Behaviours that undermine honesty (e.g., exaggerated claims and favouritism) erode credibility and trust in negotiations. Hardball techniques can be competitive but are not inherently dishonest; lack of a fixed agenda affects structure, not honesty.

Reference: CIPS L5M15 - Ethics, Trust & Relationship Risks (Domain 2.1).

NEW QUESTION # 41

Procurement or contract risk can come in many forms. A STEEPLE analysis can provide awareness of potential risk factors. Which of the following factors are included within a STEEPLE analysis?

- A. Social, time, environment
- B. Legal, ethical, political
- C. Ergonomic, technological, political
- D. Legitimate, ethical, economic

Answer: B

Explanation:

STEEPLE analysis (Social, Technological, Economic, Environmental, Political, Legal, Ethical) helps identify external factors that could create risks or opportunities in procurement. It broadens situational awareness beyond immediate operational issues.

Reference: CIPS L5M15 - Environmental Scanning and Risk Awareness: STEEPLE Model (Domain 2.1).

NEW QUESTION # 42

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