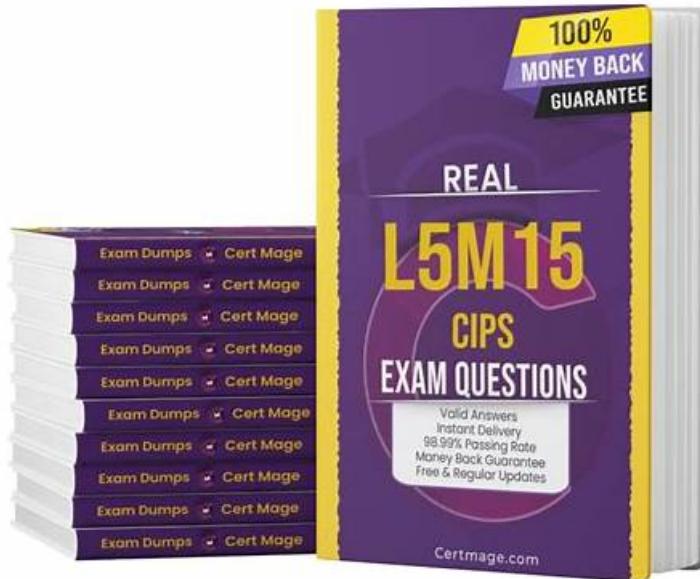


# Real L5M15 Exam Questions - New L5M15 Practice Materials



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## CIPS L5M15 Exam Syllabus Topics:

| Topic   | Details                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <ul style="list-style-type: none"><li>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.</li></ul>                       |
| Topic 2 | <ul style="list-style-type: none"><li>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.</li></ul> |

|         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|---------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 3 | <ul style="list-style-type: none"> <li>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.</li> </ul> |
|---------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

**>> Real L5M15 Exam Questions <<**

## **Quiz CIPS - L5M15 - Accurate Real Advanced Negotiation Exam Questions**

Scenarios of our Advanced Negotiation (L5M15) practice tests are similar to the actual L5M15 exam. You feel like sitting in the real L5M15 exam while taking these Advanced Negotiation (L5M15) practice exams. Practicing under these conditions helps you cope with CIPS L5M15 Exam anxiety. Moreover, regular attempts of the L5M15 practice test are also beneficial to enhance your speed of completing the final Advanced Negotiation (L5M15) test within the given time.

### **CIPS Advanced Negotiation Sample Questions (Q85-Q90):**

#### **NEW QUESTION # 85**

The win-lose approach to negotiation is also sometimes known as what?

- A. Positional negotiation
- B. Brinkmanship
- C. Distributive bargaining**
- D. Gamesmanship

#### **Answer: C**

Explanation:

Distributive bargaining treats the deal as a fixed pie: what one party gains, the other loses. It typically uses competitive tactics aimed at claiming value rather than creating it and is closely associated with win-lose outcomes.

Reference:CIPS Level 5, L5M15 - Topic: Distributive (Competitive) vs Integrative (Collaborative) Negotiation.

#### **NEW QUESTION # 86**

What is meant by the Power Approach to negotiation?

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

#### **Answer: A**

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 # 87**

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

- A. Inspirational appeal

- B. Ingratiation
- **C. Apprising**
- D. Consultation

**Answer: C**

Explanation:

"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).

**NEW QUESTION # 88**

Which influencing styles are most suitable for a high-risk, high-value project aiming to form a partnership?

- **A. Inspiring, collaborating, consulting**
- B. Asserting, pressuring
- C. Rationalising, appraising
- D. Bridging, integration, coalition

**Answer: A**

Explanation:

In high-value, high-risk partnerships, success depends on collaboration, trust, and shared goals. Hence, inspiring, consulting, and collaborating styles promote open communication and joint problem-solving.

Reference:CIPS L5M15 - Supply Position Model and Influencing Styles (Domain 3.2).

**NEW QUESTION # 89**

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

**Answer: D**

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 # 90**

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