

Important Features of ExamDiscuss CIPS L5M15 Exam Questions

CIPS L4M1 - Question & Answer Past exam questions

Q1. Outline FIVE differences between purchasing goods and purchasing services. - correct answer 1. Goods are tangible, services are intangible:

2. Services cannot be separated from their supplier:
3. Heterogeneity: goods are usually uniform in nature while services are unique at each delivery
4. Services 'perish' immediately on delivery whereas goods can be stored until required
5. Products are easier to specify, being tangible

Q2. Explain THREE circumstances in which a competitive tendering exercise might not be the best approach to making a purchase. - correct answer 1. Urgency

2. Commercial confidentiality or national security (e.g. military organisations):
3. Value of the purchase:
4. Production costs cannot be measured accurately:
5. Price is not the only criterion for supplier selection and contract award
6. Intellectual Property Rights and monopoly

Q2. Describe TWO e-sourcing tools and their use in procurement and supply. - correct answer 1. E-Catalogues

2. E-Tendering
3. E. Auction
4. Reverse Auctions
5. Online supplier evaluation data

Q3. Explain the role of a shared services unit (SSU). - correct answer SSUs reflect a desire to centralise and share services

The shared service provider becomes a dedicated provider of services such as: finance, HR, IT and procurement which continue to be provided internally

ExamDiscuss will provide you with a standard, classified, and authentic study material for all the IT candidates. Our experts are trying their best to supply you with the high quality L5M15 training pdf which contains the important knowledge required by the actual test. The high quality and valid L5M15 study torrent will make you more confidence in the real test. Additionally, you will get the updated CIPS vce dumps within one year after payment. With the updated L5M15 study material, you can successfully pass at first try.

All these three ExamDiscuss's CIPS L5M15 exam dumps formats contain the real and updated CIPS L5M15 practice test. These CIPS L5M15 pdf questions are being presented in practice test software and PDF dumps file formats. The CIPS L5M15 desktop practice test software is easy to use and install on your desktop computers. Whereas the other CIPS L5M15 web-based practice test software is concerned, this is a simple browser-based application that works with all operating systems. Both practice tests are customizable, simulate actual exam scenarios, and help you overcome mistakes.

>> L5M15 Fresh Dumps <<

Downloadable L5M15 PDF, L5M15 Pass Guaranteed

The PDF version of the ExamDiscuss Advanced Negotiation (L5M15) prep material is easily accessible. This format is ideal for someone who is constantly on the move, as you can prepare for your Advanced Negotiation (L5M15) exam whether you are using your smartphone, tablet, or laptop. You can study anywhere, at any time, without having to worry about installing anything.

Furthermore, you can study with a hard copy by printing all of your Advanced Negotiation (L5M15) PDF questions. We offer regular updates in PDF format to improve Advanced Negotiation (L5M15) questions according to changes in the exam.

CIPS Advanced Negotiation Sample Questions (Q85-Q90):

NEW QUESTION # 85

Which of the following is a soft skill that is important in procurement and supply?

- A. Computer skills
- B. Knowledge
- C. Financial acumen
- **D. Influencing skills**

Answer: D

Explanation:

Soft skills are interpersonal attributes that enable effective collaboration and impact. In the L5M15 context, influencing skills are highlighted as critical to negotiation and stakeholder engagement, whereas financial acumen, computer skills, and domain knowledge are typically classified as technical/hard skills.

Reference: CIPS L5M15 - Communication & Interpersonal Skills / Soft vs Hard Skills (Domain 3.1).

NEW QUESTION # 86

Where two parties share the cost of implementing new production capabilities or in sharing costly storage /transport infrastructure, what type of strategic alliance is this?

- A. Marketing and sales
- B. Financial
- **C. Operations and logistics**
- D. Technology development

Answer: C

Explanation:

Sharing warehousing, distribution, or production capacity is characteristic of operations and logistics alliances-aimed at cost leverage, service improvements, and risk sharing in physical operations.

Reference: CIPS L5M15 - Types of alliances: operations/logistics collaboration.

NEW QUESTION # 87

TYD is a furniture manufacturer with various customers. One of them is considered a "nuisance customer." What approach should TYD take with this customer?

- A. Exploit
- **B. Minimise input**
- C. Develop relationship
- D. Partner

Answer: B

Explanation:

"Nuisance" customers in the Supplier Preferencing Matrix are low-value and low-attractiveness accounts.

The recommended strategy is to minimise investment of time and resources-maintaining transactional efficiency but avoiding over-engagement.

Reference: CIPS L5M15 - Supplier Preferencing and Relationship Strategies.

NEW QUESTION # 88

Honesty and integrity are core elements of business ethical codes of practice. Demonstrating these behaviours can help avoid which of the following?

- A. Physical damage
- **B. Reputational damage**
- C. Loss of staff
- D. Loss of contracts

Answer: B

Explanation:

Acting with honesty and integrity safeguards an organisation's reputation, ensuring public trust and compliance with professional standards. Ethical misconduct, by contrast, risks serious reputational harm and stakeholder distrust.

Reference:CIPS L5M15 -Ethics and Reputation Management in Procurement and Negotiation.

NEW QUESTION # 89

When you have awareness of a skill but are not yet proficient, which stage of competence applies?

- **A. Conscious incompetence**
- B. Unconscious incompetence
- C. Conscious competence
- D. Unconscious competence

Answer: A

Explanation:

Conscious incompetence means recognising a skill gap-you understand what's required but haven't yet mastered it. It's the second stage in the four-stage competence model: (1) Unconscious incompetence # (2) Conscious incompetence # (3) Conscious competence # (4) Unconscious competence.

Reference:CIPS L5M15 -Learning & Skills Development in Negotiation (Domain 3.2).

NEW QUESTION # 90

.....

The PDF version of our L5M15 learning guide is convenient for reading and supports the printing of our study materials. If client uses the PDF version of L5M15 exam questions, they can download the demos freely. If clients feel good after trying out our demos they will choose the full version of the test bank to learn our L5M15 Study Materials. And the PDF version can be printed into paper documents and convenient for the client to take notes.

Downloadable L5M15 PDF: <https://www.examdumps.com/CIPS/exam/L5M15/>

CIPS L5M15 Fresh Dumps So you don't need to worry about the waste of money and energy, we aim to ensure your rights and interests with these privileges, help you pass exam smoothly, Statistically speaking, Downloadable L5M15 PDF - Advanced Negotiation APP on-line test engine is also stable than the soft test engine, You just need to download any one web browser; you can use our L5M15 test torrent.

The Problem with the Evolutionary Approach, Gobuntu: Gobuntu L5M15 Fresh Dumps is a version of Ubuntu that deploys only software that lives up to a strict enforcement of software freedom principles.

So you don't need to worry about the waste of L5M15 money and energy, we aim to ensure your rights and interests with these privileges, help you pass exam smoothly, Statistically L5M15 Latest Dump speaking, Advanced Negotiation APP on-line test engine is also stable than the soft test engine.

2025 Realistic CIPS L5M15 Fresh Dumps Free PDF Quiz

You just need to download any one web browser; you can use our L5M15 test torrent, It's normal that we will consult deeply about a product before we decide to buy.

If you are still entangled with your exam, our L5M15 study materials help you get out of the trouble.

- Get Exam Ready with Real CIPS L5M15 Questions Natural ☐ ☐ www.pdfdumps.com ☐ is best website to obtain ☐ L5M15 ☐ for free download ☐ L5M15 Valid Exam Book
- Pass Guaranteed 2025 CIPS L5M15: Advanced Negotiation –High-quality Fresh Dumps ☐ Easily obtain ➡ L5M15 ☐ ☐ ☐

for free download through “www.pdfvce.com” □ L5M15 Reliable Test Experience

- Pass Guaranteed Quiz Authoritative CIPS - L5M15 - Advanced Negotiation Fresh Dumps □ Search for ✓ L5M15 □ ✓ □ and download it for free immediately on ► www.pass4leader.com □ □ L5M15 Reliable Dump
- Latest L5M15 Exam Online □ Authorized L5M15 Certification □ Authorized L5M15 Certification □ Go to website □ www.pdfvce.com □ open and search for □ L5M15 □ to download for free □ Exam L5M15 Questions Fee
- L5M15 Instant Access □ New L5M15 Study Guide □ L5M15 Valid Exam Book □ Search for 《 L5M15 》 and easily obtain a free download on ➡ www.dumpsquestion.com □ □ □ □ Exam L5M15 Questions Fee
- CIPS L5M15 Exam Practice Material in Three Diverse Versions □ Search on 《 www.pdfvce.com 》 for ► L5M15 □ to obtain exam materials for free download □ L5M15 Test Engine
- Pass Guaranteed 2025 CIPS L5M15: Fantastic Advanced Negotiation Fresh Dumps □ Search for [L5M15] and download exam materials for free through □ www.vceengine.com □ □ L5M15 Reliable Dump
- L5M15 Exam Preparation □ Exam L5M15 Questions Fee □ New L5M15 Study Guide □ Open 【 www.pdfvce.com 】 and search for 「 L5M15 」 to download exam materials for free * L5M15 Exam Overviews
- CIPS L5M15 Web-Based Practice Test □ Open [www.testsdumps.com] and search for “ L5M15 ” to download exam materials for free □ Positive L5M15 Feedback
- 100% Pass-Rate L5M15 Fresh Dumps - Leading Offer in Qualification Exams - Fantastic L5M15: Advanced Negotiation □ Search for □ L5M15 □ and easily obtain a free download on ► www.pdfvce.com ◀ □ L5M15 Reliable Test Experience
- L5M15 Verified Answers □ L5M15 Valid Exam Book □ L5M15 Exam Preparation □ Open 《 www.exam4pdf.com 》 enter ⇒ L5M15 ⇐ and obtain a free download □ Latest L5M15 Exam Online
- www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, motionentrance.edu.np, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, zeritenetwork.com, fream.com, alquiniaregenerativa.com, elearnzambia.cloud, ggbcoc.org, Disposable vapes