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CIPS L4M5 Commercial Negotiation exam is one of the valuable certifications for professionals in procurement and supply chain management. L4M5 exam content provides insight into various negotiation strategies and techniques that can be used in specific procurement scenarios. It is essential that candidates invest ample time in thorough preparation and studying to pass the exam successfully. Upon completion, the certification will provide procurement professionals with the necessary skills required to negotiate effectively while maintaining ethical business practices, thereby enhancing their careers in the field.

CIPS Commercial Negotiation Sample Questions (Q183-Q188):

NEW QUESTION # 183

A skilled negotiator will use a range of questioning techniques. If they wish to explore options with the other party without making any formal commitment, which style would they use?

- A. Reflective
- B. Multiple
- C. Hypothetical

- D. Leading

Answer: C

Explanation:

Hypothetical ("What if...") questions test possibilities and invite creative options without binding either side.

They help probe interests and packages while keeping commitment provisional.

Reference: CIPS L4M5 (2nd ed.), LO 3.2 - Questioning styles (open, probing, hypothetical) in persuasive negotiation.

NEW QUESTION # 184

A procurement team has discussed, in advance of a negotiation, what they will do if there is no agreement with the current supplier. They have decided that they will perform the services themselves in-house on a trial basis if no deal is made. Which of the following describes what they have prepared here?

- A. Walk Away Point
- **B. Best Alternative to a Negotiated Agreement**
- C. Offer of Agreement
- D. The Bargaining Mix

Answer: B

Explanation:

Reference: CIPS L4M5 Study Guide, Section 3.1 - Planning and Preparation for Negotiation

NEW QUESTION # 185

Which of the following types of questions should be used most often in the proposing phase?

- A. Open questions
- B. Probing questions
- **C. Hypothetical questions**
- D. Closed questions

Answer: C

Explanation:

At the proposing phase either side may start making tentative proposals regarding their offering. In the case of negotiation where TOP has already submitted a tender or proposal, this stage may provide an opportunity for them to make proposals to improve on their initial offers in general or in areas highlighted by the buying side in advance.

The word 'if' is very useful at this stage and allows you to test tentative proposals without committing yourself. Skilled negotiators use language very carefully. The questions with 'if' are hypothetical ones.

LO 3, AC 3.1

NEW QUESTION # 186

Which of the following is important during the proposing stage of a negotiation?

- A. Attempting to close down any discussions
- B. Not making concessions to the other party
- **C. Persuading the other party to accept your proposal**
- D. Narrowing the range of options

Answer: C

NEW QUESTION # 187

Which of the following are signs indicating that the trust between buyer and supplier has improved? Select TWO that apply.

- **A. Transparent decision making process**
- B. Less frequent communication on business requests

- C. Cost overruns
- D. Decreasing percentage of missed delivery overtime

LO 1, AC 1.4

[illegible]