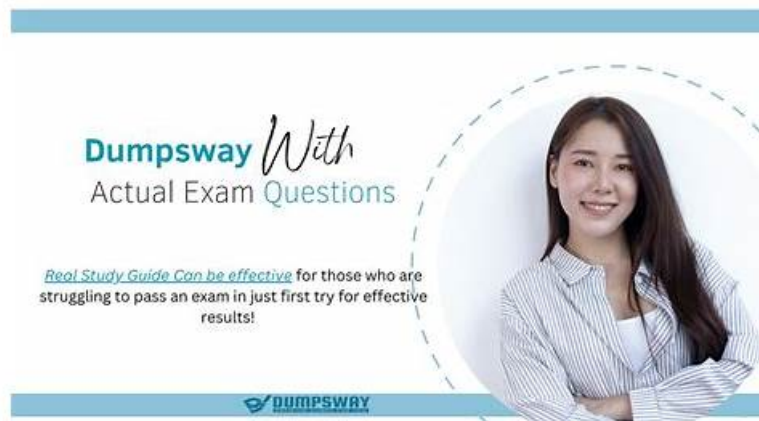


L4M5 PDF Testsoftware & L4M5 Zertifizierungsprüfung



Übrigens, Sie können die vollständige Version der Zertpruefung L4M5 Prüfungsfragen aus dem Cloud-Speicher herunterladen:
<https://drive.google.com/open?id=1OPbrEVONaSL0cxVf5sQ8D1NL1ejprhOf>

Die CIPS L4M5 Prüfungsfragen von Zertpruefung sind in Übereinstimmung mit dem neuesten Lehrplan und der echten CIPS L4M5 Zertifizierungsprüfung. Wir aktualisieren auch ständig unsere Schulungsunterlagen. Alle Produkte erhalten Sie mit einjährigen kostenlosen Updates. Sie können auch das Abozeit verlängern, so dass Sie mehr Zeit bekommen, um sich besser auf die Prüfung vorzubereiten. Wenn Sie zögert sind oder nicht dafür entscheiden können, ob Sie die CIPS L4M5 Schulungsunterlagen von Zertpruefung kaufen oder nicht. Dann können Sie die Demo umsonst auf der Zertpruefung website herunterladen. Wenn es Ihnen passt, dann gehen Sie zum Kaufen ohne Bereuung.

Die CIPS L4M5 Zertifizierung ist im Beschaffungswesen und der Lieferkette hoch angesehen und wird weltweit anerkannt. Sie zeigt, dass der Kandidat über das erforderliche Wissen und die erforderlichen Fähigkeiten verfügt, um erfolgreiche Verhandlungen mit Lieferanten und Lieferanten durchzuführen. Diese Zertifizierung eignet sich ideal für Fachleute, die ihre Karriere in der Beschaffung und im Supply Chain Management voranbringen möchten. Arbeitgeber schätzen diese Zertifizierung, da sie zeigt, dass der Kandidat ein tiefes Verständnis für Verhandlungsprinzipien besitzt und sie in realen Situationen anwenden kann.

Die Chartered Institute of Procurement and Supply (CIPS) L4M5-Prüfung ist eine der anspruchsvollen und fortgeschrittenen Zertifizierungsprüfungen für Fachleute, die im Bereich der Beschaffung und des Supply Chain Managements tätig sind. Der L4M5 ist auch als Commercial Negotiation bekannt, was eine wichtige Fähigkeit für Beschaffungsprofis ist, die gemeistert werden muss. Diese Prüfung konzentriert sich darauf, fortgeschrittene Techniken und Kenntnisse zur effektiven Verhandlung von Geschäftsabschlüssen zu vermitteln. Der Test zielt darauf ab, die Fähigkeit der Kandidaten zu erhöhen, verschiedene Verhandlungstechniken zu beherrschen und das erlangte Wissen auf realen Beschaffungsszenarien anzuwenden.

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L4M5 Dumps und Test Überprüfungen sind die beste Wahl für Ihre CIPS L4M5 Testvorbereitung

Machen Sie sich noch Sorgen um die schwere CIPS L4M5 Zertifizierungsprüfung? Keine Sorgen. Mit den Schulungsunterlagen zur CIPS L4M5 Zertifizierungsprüfung von Zertpruefung ist jede IT-Zertifizierung einfacher geworden. Die Schulungsunterlagen zur CIPS L4M5 Zertifizierungsprüfung von Zertpruefung sind der Vorläufer für die CIPS L4M5 Zertifizierungsprüfung.

CIPS Commercial Negotiation L4M5 Prüfungsfragen mit Lösungen (Q290-Q295):

290. Frage

Which of the following are examples of non-verbal negotiation? Select THREE that apply.

- A. Explaining to the supplier about the scope of the project
- B. Asking the supplier to repeat their proposal
- C. / Speaking softly with long pauses
- D. Using the body language

- E. Getting messages across with facial expressions
- F. Communicating with the other party by using gestures

Antwort: D,E,F

Begründung:

Nonverbal communication is important because it gives us valuable information about a situation including how a person might be feeling, how someone receives information and how to approach a person or group of people.

There are several types of nonverbal communications you should be aware of, including:

1. Body language

Body language is the way someone situates their body naturally depending on the situation, the environment and how they are feeling.

Example: Someone might cross their arms if they are feeling angry or nervous.

2. Movement

The way you move your arms and legs such as walking quickly or slowly, standing, sitting or fidgeting, can all convey different messages to onlookers.

Example: Sitting still and paying attention in a meeting conveys respect and attention.

3. Posture

The way you sit or stand can also communicate your comfort level, professionalism and general disposition towards a person or conversation.

Example: Someone might slouch their shoulders if they feel tired, frustrated or disappointed.

4. Gestures

While gestures vary widely across communities, they are generally used both intentionally and unintentionally to convey information to others.

Example: Someone in the United States might display a "thumbs up" to communicate confirmation or that they feel positively about something.

5. Space

Creating or closing distance between yourself and the people around you can also convey messages about your comfort level, the importance of the conversation, your desire to support or connect with others and more.

Example: You might stand two to three feet away from a new contact to respect their boundaries.

6. Paralanguage:

Paralanguage includes the non-language elements of speech, such as your talking speed, pitch, intonation, volume and more.

Example: You might speak quickly if you are excited about something.

7. Facial expressions

One of the most common forms of nonverbal communication is facial expressions. Using the eyebrows, mouth, eyes and facial muscles to convey can be very effective when communicating both emotion and information.

Example: Someone might raise their eyebrows and open their eyes widely if they feel surprised.

8. Eye contact

Strategically using eye contact (or lack of eye contact) is an extremely effective way to communicate your attention and interest.

Example: Looking away from someone and at the ground or your phone may convey disinterest or disrespect.

9. Touch

Some people also use touch as a form of communication. Most commonly, it is used to communicate support or comfort. This form of communication should be used sparingly and only when you know the receiving party is okay with it. It should never be used to convey anger, frustration or any other negative emotions.

Example: Placing your hand on a friend's shoulder may convey support or empathy.

Reference:

- CIPS study guide page 174-175

- Nonverbal Communication Skills: Definition and Examples

LO 3, AC 3.3

291. Frage

Which of the following stages of the CIPS Procurement Cycle are typically where commercial negotiations take place?

Contract management and improvement

Develop tender documentation

Market sector analysis

Contract award and implementation

- A. 1 and 4
- B. 1 and 3
- C. 3 and 4
- D. 2 and 3

Antwort: A

Begründung:

Commercial negotiations commonly take place during Contract Management and Improvement (1) and Contract Award and Implementation (4) stages. During these stages:

Contract Management and Improvement (1): Ongoing negotiations may be required to adjust terms and conditions as part of managing the contract lifecycle.

Contract Award and Implementation (4): Initial negotiations finalize terms, setting the foundation for successful contract execution. These stages are pivotal in ensuring both initial and ongoing alignment, as outlined in the CIPS Procurement Cycle.

292. Frage

Which of the following is most likely to be a reason why a supplier charges its customer higher price after it has reached the break-even point?

- A. Supplier may want to encourage buyer's demand
- B. Supplier may have high fixed cost - variable cost ratio
- C. The supplier may have reached economy of scale
- **D. Supplier may need to open new facilities to meet increasing customer's demand**

Antwort: D

Begründung:

Explanation

'Supplier may want to encourage buyer's demand': the buyer tends to prefer lower price, if supplier wants to encourage its customers to buy more, it needs to offer discount at bulk amount. So this option is not acceptable.

'Supplier may have high fixed cost - variable cost ratio': Supplier with high fixed cost needs high volumes to break even, but once achieved, it may be able to offer significant discounts for bulk orders

'The supplier may have reached economy of scale': when economy of scale is reached, cost per unit will be minimal which often leads to more favourable price.

'Supplier may need to open new facilities to meet increasing customer's demand': Increasing customer's demands may exceed supplier's current capacity. Therefore, supplier may need to extend its capacity by investing more in facilities. To cover these fixed cost investment, supplier may charge higher price.

LO 2, AC 2.1

293. Frage

The buyer's bargaining power tends to be relatively higher than supplier's bargaining power in which of the following circumstances?

- **A. The buyer is large in size relative to its suppliers**
- B. The buyer's spend takes up a small proportion of supplier revenue
- C. The buyer demand is so urgent that it can't be postponed
- D. The buyer does not have the option to move to an alternative supplier

Antwort: A

Begründung:

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Buyer power gives customers/consumers (buyers) the ability to squeeze industry margins by pressuring firms (the suppliers) to reduce prices or increase the quality of services or products offered.

There are four major factors to consider when determining the bargaining power of buyers:

1. Number of buyers relative to suppliers: If the number of buyers is small relative to that of suppliers, the buyer's power will be stronger.

2. Dependence of a buyer's purchase on a particular supplier: If a buyer is able to get similar products /services from other suppliers, buyers depend less on a particular supplier. Therefore, the power of the buyer would be greater.

3. Switching costs: If there are not many alternative suppliers available, the cost of switching is high.

Therefore, buyer power would be low.

4. Backward Integration: If the buyer is able to integrate or merge suppliers, the buyer has greater bargaining power over the existing suppliers.

When is Bargaining Power of Buyers High/Strong?

There are fewer buyers relative to that of suppliers

- The switching costs of the buyer are low
- If the buyer is able to backward integrate
- The buyer purchases product in bulk (high volume)
- The buyer is able to get similar product/services from other suppliers
- The buyer purchases the majority of the seller's products
- Several substitutes are available on the market
- Product is not differentiated

294. Frage

Jessica Taylor, a senior buyer, is reflecting on her most recent negotiation. She has been asked by her manager to create a written record of performance. Which of the following should Jessica include in this negotiation performance report? Select THREE that apply:

- A. A detailed pricing structure
- B. A comparison of actual versus set objectives
- C. Other suppliers that could have been used
- D. Evaluation of the negotiator's performance
- E. A checklist of for future
- F. Travel expenses to attend the meeting

Antwort: A,B,D

295. Frage

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Schulungsunterlagen zur CIPS L4M5 Zertifizierungsprüfung von Zertpruefung sind effizient, die von manchen Experten und einigen bestandenen Kandidaten bewiesen sind. Sie sind fast gleich wie die echten L4M5 Prüfungsfragen. Sie können Ihnen dabei helfen, die L4M5 Zertifizierungsprüfung zu bestehen. Wir werden Ihnen alle Ihren bezahlten Summe zurückgeben, entweder Sie die L4M5 Prüfung nicht bestehen, oder die Testaufgaben von CIPS L4M5 irgend ein Qualitätsproblem haben. Vertrauen Sie bitte auf Zertpruefung, denn wir werden Ihnen stets begleiten.

L4M5 Zertifizierungsprüfung: https://www.zertpruefung.de/L4M5_exam.html

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