

New L4M5 Test Practice & L4M5 Latest Exam Pdf

CIPS L4M5 Commercial Negotiation	
Topic 1	• Understand key approaches to the negotiation of commercial agreements with external organisations • Success of approach that can arise in the work of procurement and supply
Topic 2	• Trade management and the influence of stakeholders in negotiations • Definition of commercial negotiation
Topic 3	• Match outcomes with an approach in commercial negotiations • Construct the economic factors that approach commercial negotiations
Topic 4	• Setting objectives and defining the variables for a commercial negotiation • Use of negotiation, non-conforming or web-based meetings
Topic 5	• Setting targets and creating a win-win scenario to a negotiated agreement (WINWIN) • Collaborative win-win integrative approaches to negotiations

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New L4M5 Test Test | L4M5 New Questions

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CIPS Commercial Negotiation Sample Questions (Q84-Q89):

NEW QUESTION # 84

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

Answer: C

Explanation:

Supplier may want to encourage buyer's demand: the buyer tends to order lower price, if supplier wants to encourage its customers/buyers, it tends to offer discount at each amount. So this option is not acceptable.

Supplier may have high fixed cost - variable cost ratio: Supplier with high fixed cost needs high revenues to break even, but once achieved, it may be able to offer significant discount 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 cover new facilities to meet increasing customer's demand: Increasing customer's demand may exceed supplier's current capacity. Therefore, supplier may need to expand

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CIPS L4M5 (Commercial Negotiation) exam is one of the most important exams for procurement and supply chain professionals who want to develop their negotiation skills. L4M5 exam is designed to help professionals gain a comprehensive understanding of the principles and practices involved in commercial negotiation. It covers a wide range of topics that include the negotiation process, strategies, and tactics, as well as the legal and ethical issues involved in negotiation.

CIPS L4M5 Exam is an essential qualification for procurement professionals who are responsible for negotiating contracts, agreements, and deals with suppliers and other stakeholders. L4M5 Exam is designed to test the candidate's ability to negotiate effectively, while taking into account the interests of all parties involved. L4M5 exam covers a range of different negotiation scenarios, including one-on-one negotiations, complex multi-party negotiations, and negotiations with international suppliers. Candidates who pass the exam will have demonstrated their ability to negotiate effectively, and will have gained the knowledge and skills needed to drive value for their organizations through effective negotiation.

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By concluding quintessential points into Commercial Negotiation practice materials, you can pass the exam with the least time while huge progress. Our experts are responsible to make in-depth research on the exams who contribute to growth of our L4M5 practice materials. Their highly accurate exam point can help you detect flaws on the review process and trigger your enthusiasm about the exam. What is more, L4M5 practice materials can fuel your speed and the professional backup can relieve you of stress of the challenge.

CIPS Commercial Negotiation Sample Questions (Q263-Q268):

NEW QUESTION # 263

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. Leading
- B. Multiple
- C. Hypothetical
- D. Reflective

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 # 264

In preparation for holding negotiation meetings with existing suppliers, category manager Stephen would like to appraise the bargaining strength of his organisation. Which of the following are examples of buyer power?
Select TWO that apply:

- A. Suppliers are limited in number
- B. Collusion between competitor suppliers
- C. Buyer is large in size relative to suppliers
- D. High barriers of entry exist for new suppliers
- E. Ability to easily switch suppliers

Answer: C,E

NEW QUESTION # 265

Which of the following are types of non-verbal communication that could be used during a negotiation meeting? Select THREE that apply.

- A. Reference materials
- B. Hand gestures
- C. Eye contact
- D. Meeting location
- E. Facial expressions
- F. Room layout

Answer: B,C,E

Explanation:

Non-verbal communication significantly affects the dynamics of negotiation. Hand gestures, eye contact, and facial expressions can reinforce spoken words or contradict them. These elements can influence perception, trust, and the tone of the negotiation.

"Non-verbal communication includes gestures, posture, eye contact, and facial expressions. These play a critical role in how messages are received and interpreted." (L4M5 Commercial Negotiation, 2nd edition, Section 3.3 - Verbal and Non-Verbal Communication Techniques)

NEW QUESTION # 266

Different types of relationships impact commercial negotiations. At a negotiation, which one of the following sources would help to support leverage for the buyer?

- A. Powerful colleagues
- **B. Legitimate power**
- C. Personality power
- D. Friends power

Answer: B

Explanation:

Legitimate power derives from formal authority or position, giving the buyer leverage in negotiations. This power type is more effective in establishing credibility and enforcing terms, as highlighted in CIPS's framework for negotiation power sources, unlike informal sources like personality or friendship.

NEW QUESTION # 267

Which of the following is considered a weakness of a 'dealer' style negotiator?

- A. Focuses on the facts and not the people
- B. Very precise
- C. May be too assertive
- **D. May shift position quickly**

Answer: D

Explanation:

Explanation

A useful and simple shorthand for preferred negotiation styles is summarised by four simple descriptors:

'warm', 'tough', 'logical' and 'dealer', which can be applied to describe individuals' dominant preferred style in most circumstances.

Warm - a people person

Tough - a hard-nosed negotiator

Logic - a numbers person

Dealer - a trader who loves bargaining

Strengths, weaknesses of dealer style are described below:

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